

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CVII.

NEW YORK, JANUARY 24, 1925

No. 4

A Big Wave is Coming!



The big wave that is coming is the popular success of Laurence W. Meynell's novel, "Mockbeggar." Everybody is going to be reading and talking about "Mockbeggar" for months to come. Its brilliance, its wit, its epigrams, its wonderful characters, its sophistication, its delectable story all make this a piece of fiction that is going to sweep the country. The time is ripe for just such a novel and here it is: the cleverest novel of 1925: MOCKBEGGAR. \$2.00

D. APPLETON AND COMPANY
35 WEST 32ND STREET NEW YORK

(1825—Appleton Centennial Year—1925)

MOCKBEGGAR

keeps you intoxicated with its brilliance from first page to last.

MOCKBEGGAR

is a novel in which the epigrammatic lustre is matched with an emotional power that rings absolutely true.

MOCKBEGGAR

is a novel of the world of the last few years. It brings you the gaiety and the tears of men and a woman who spill the wine of life with a gallant gesture.

4

 Big Possibilities
BEAU GESTEBy PERCIVAL C. WREN*Author of "The Wages of Virtue," etc.*

Originally scheduled for January 9 publication, this thrilling mystery story is delayed until January 29 because the unusually large advance orders wiped out three printings. It's an adventure-romance of the French Foreign Legion in Africa before the Great War. \$2.00.

THE SOUL OF CHINA*Glimpsed in Tales of Today and Yesterday*By LOUISE JORDAN MILN*Author of "In A Shantung Garden," "Mr. Wu," etc.*

Mrs. Miln has a definite and increasing following, "In A Shantung Garden" is still selling steadily—now in its Sixth Large Printing. This new book of stories of old and new China has all the charm and beauty of Mrs. Miln's romances. That her admirers want it is shown by the fact that it is already in its Second Large Printing. \$2.00.

NORA PAYSBy LUCILLE VAN SLYKE*Author of "Little Miss By-the-Day," etc.*

A stirring novel of love, ambition and business adventure. It tells of a young woman who leaves her husband and children to seek her fortune in New York. She becomes proprietor of a smart Fifth Avenue shop—and then she pays for success. *How* she pays makes fascinating reading. *Just published.* \$2.00.

SHAKEN DOWNBy ALICE MACGOWAN & PERRY NEWBERRY*Authors of "The Mystery Woman," etc.*

A new "Jerry Boyne" story, whose plot turns on the kidnapping of the young son of a millionaire traction magnate. Plenty of action for the lovers of a good detective yarn! *Publication: February 6.* \$2.00.

443 Fourth Ave. FREDERICK A. STOKES COMPANY New York



Frances Marion

WROTE the scenarios for Humoresque, Abraham Lincoln, Potash and Perlmutter and other photoplay classics, and is probably the highest paid scenario writer in the profession. She knows the pictures and the dramas—always bigger than those that movie people make and act—that happen behind the screen.

Hollywood Celebrities

APPEAR in the story of MINNIE FLYNN. Some of them are actors, some of them are directors, and financiers. All of them are shown in their true light.

Mertons

WILL be wild about MINNIE FLYNN because the story does not make fun of their ideals but shows them where and how they might be applied.

Girls with Movie Faces

will take to this book. Minnie Flynn's story will mean much to them.

Minnie Flynn

IS the little girl with the trivial mind, and the plaything nature, whom fate, with indecent irony, turns into a star. Frances Marion tells her story at last, and it is a story for all America.



MINNIE FLYNN

By
**FRANCES
MARION**

NO reader will fail to find a character or a situation that he or she cannot remember in his or her own life. It is a story that ends happily and unhappily at once. Minnie Flynn's bubble bursts; but we leave her at the end, stronger and ready at last to take her real place in life.

Unusual Publicity

THE position of the author, and the nature of the book, make it possible for us to secure a volume of publicity not usually available for a current novel. It will be used to the full to your advantage. It is another reason why you should play up MINNIE FLYNN, big. Publication date April 1st. Price \$2.00.

BONI & LIVERIGHT

**GOOD
BOOKS**

NEW YORK, N.Y.

A foretaste of press opinion

The first Big Book of the Year

THE NEW YORK TIMES gave it a full page in its January 18th issue and in the SATURDAY REVIEW OF LITERATURE JANUARY 17, "PHOENIX NEST" surrendered unconditionally to it, devoting the entire column to one book for the first time in its history.

WEBER and FIELDS

Their Tribulations, Triumphs and Their Associates

by FELIX ISMAN

New York Times:

"If there are more fascinating lives than those of Weber and Fields, they have not made themselves known. Here is romance, to an extent to which no fanciful novelist has dared to develop his imagination. Here is color, warm, alive, throbbing as it never can be where it is not mixed with the blood of life. Here is action, as it can exist only in a world where every day has its climax of curtains and every night its thrill of wonder as to what the morrow will bring."

A big effective advertising campaign is in full swing. We have advised our friends, the booksellers, in this case, to place orders without waiting for our salesman's call. Ever so many have responded. If YOU haven't done so yet, we urge you to get out your pad now, or better, telegraph collect.

Posters and imprinted post-cards, n'everything.

NOW PUBLISHED

32 Full Page Plates. \$3.50



BONI & LIVERIGHT

**GOOD
BOOKS**

**61 WEST 48TH STREET
NEW YORK, N.Y.**



A LETTER FROM
MARION DODD
OF THE HAMPSHIRE
BOOKSHOP, NORTH-
AMPTON, MASS.

My dear Mr. Knopf:

I have looked over the galley of your spring list with the most intense interest and delight. It is, all together, the most interesting and finely balanced publishing proposition I have seen. From it is absent that deadly feeling of so many novels vs. so much biography, one or two funny books and a heavy! It is a list where ideas and things of the mind and spirit are pre-eminent. From that standpoint alone I think all book-sellers will be roused to back you up and help get these fine things across. There is not a book listed which I do not want to see, and there are many which we shall emphasize on publication.

Very sincerely yours,

Marion Dodd

THESE ARE SOME OF THE TITLES ON THE BORZOI SPRING LIST

WASHINGTON IRVING,
ESQUIRE *by George Hellman*
MEMOIRS OF THE FOREIGN
LEGION *by M. M.*
with an 84 Page Introduction by
D. H. Lawrence
SEA HORSES
by Francis Brett Young
THE SPRING FLIGHT
by Lee J. Smits
THE MATRIARCH
by G. B. Stern
YOUTH RIDES WEST
by Will Irwin
HARVEST IN POLAND
by Geoffrey Dennis
THIS MAD IDEAL
by Floyd Dell
SEGELFOSS TOWN
by Knut Hamsun
PAUL BUNYAN
by James Stevens
FIGURES OF THE PASSION
OF OUR LORD
by Gabriel Miro
THE MAUVE DECADE
by Thomas Beer
PROFILES FROM HOME
by Eunice Tietjens
ESSAYS AND SOLILOQUIES
by Miguel de Unamuno
SKYLINE PROMENADES
by J. Brooks Atkinson
RED
by Carl Van Vechten

ALFRED A. KNOPF, 730 Fifth Ave., NEW YORK

In CANADA from The Macmillan Co. of Canada, Ltd., St. Martin's House, Toronto

. . . . glorifying the American Cross Word Puzzle

Ready Feb. 19

THE CELEBRITIES CROSS WORD PUZZLE BOOK

Price \$1.90

YOUR profit on this super Cross Word Puzzle Book will be more than 50% greater than on any of our previous Cross Word Puzzle Books. We say 50% because the book will retail for \$1.90 instead of \$1.35. And we say *more than 50%* because it will sell *much better* even than any of the previous Cross Word Puzzle Best sellers.

Here's why:

1. The puzzles are constructed by fifty celebrated known men and women—including Governor Smith, Chauncey Depew, Irving Berlin, Will Rogers, Hendrik van Loon and Kathleen Norris.
2. Each puzzle is original, brand new, and signed by the author, and a sketch of the author by Herb Roth comes with each puzzle.
3. The book itself is much larger than the previous ones. It measures $7\frac{1}{2}$ by 10 inches. It will be printed on even better paper, and will be beautifully bound.
4. The book will include a Thousand Dollar Prize Contest

and a wealth of specific instructive and entertaining material on the solving and construction of cross word puzzles.

Here are the fifty celebrities who have contributed their own puzzles.

Irving Berlin
Alice Brady
Gelett Burgess
Clare Briggs
Billie Burke
Heywood Brown
Margaret Cameron
Eddie Cantor
Feodor Chaliapin
Marc Connelly
Frank Crownshield
Chauncey M. Depew
John Farrar
Morris Gest
Alma Gluck
Ruth Hale
Raymond Hitchcock
Harry Houdini
Owen Johnson
Al Jolson
Newman Levy
Cecilia Loftus
Julian Mason
Neyssa McMein
Alice Duer Miller
Marilyn Miller
Jay J. Morrow
Pola Negri
Kathleen Norris
Neal O'Hara
Anna Pavlowa
Ann Pennington
Emily Price Post
Eddie Rickenbacker
Dr. Hugo Riesenfeld
Will Rogers
Herb Roth
S. D. Rothafel
Admiral Wm. S. Sims
Governor Al Smith
Dr. Sigmund Spaeth
Herbert Bayard Swope
Deems Taylor
Bill Tilden
Hendrik Willem Van Loon
Ruth. Franc Von Phul
John Weaver and
Peggy Wood
H. T. Webster
Paul Whiteman
Efram Zimbalist

5. The jacket—the general design of our other jackets—will be brilliant green, black and white, and the background will be made up of the signatures of the illustrious authors.
6. The newspapers and magazines, while they will run Cross Word Puzzle advertising, can not print these puzzles for months to come. They can be had only in this book, and your customers will form in line for the privilege of obtaining their own private copies.
7. The book will contain full page cartoons on Cross Word Puzzling by Briggs, Webster and others.
8. Initial advertising appropriation: \$5,000.
9. And speaking of celebrities: the book will be edited by those three merry tricksters, Prosper Buranelli, F. Gregory Hartswick and Margaret Petherbridge—who edited the other best sellers.

Same liberal discounts as always. Orders filled in order of their receipt.

SIMON AND SCHUSTER, Inc.

37 W. 57th St.
New York, N. Y.

A NEW DETECTIVE STORY, AND MORE

A mysterious murder—A curious robbery
Solved by cross word puzzles at the scene
of the murder

The Long Green Gaze

by Vincent Fuller

The puzzles which turn up oddly, at intervals, supply clues which the detectives use to track the murderer and thief.

The reader is his own detective. Solve the puzzles and see the mystery unfold.

For readers who are too excited to identify themselves with the district-attorney, solved puzzles are included, sealed at the back of each book.

Aside from the puzzles, the story alone will be enjoyed by everyone who loves a well-told tale—and who doesn't?

THRILLS, LOVE, ADVENTURE AND
CROSS WORD PUZZLES WITH A PURPOSE

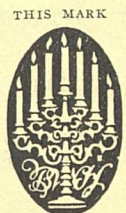
A NEW IDEA WITH HUGE SALES POSSIBILITIES

Immediate Publication

ORDER SOON IN ORDER TO REORDER SOONER - - \$2.00

B. W. HUEBSCH Inc.

PUBLISHER



30 IRVING PLACE

NEW YORK

A New Novel by a great storyteller

Louis Joseph Vance

Author of "The Lone Wolf Returns," "Baroque," etc.

has written a book which goes so deep, is so rich in material, so original in conception, so vivid and moving in the manner of its telling, that all of the wide circle of his readers are certain to feel that he has reached to unusual heights in

The Road to En-Dor

A powerful, stirring tale it is —

the story of a young American clergyman, whose almost fanatical devotion to his spiritual duties has resulted in a curious unworldliness which gradually separates him from those nearest and dearest to him in a disastrous degree.

In a sudden quarrel he causes the death —

at least he so believes—of his dearest friend, and brooding over a suspicion of his boy's paternity (he has all the readiness of the "unco' guid" to believe the worst) he nurses fears and grievances through years of silence.

Set against this the portraits of mother and boy —

the lad growing up conscious of an antagonism he cannot fathom, the wife still able to keep her faith in a spiritually sick husband, and you have the factors in a story worked out brilliantly to a fine solution.

A finely sincere, tensely dramatic novel is

The Road to En-Dor

By Louis Joseph Vance

\$2.00 To be published February 10 by

E. P. DUTTON & COMPANY

681 Fifth Avenue

New York

Initial Advertising Appropriation \$5000!

DRAG

A Novel by

**WILLIAM
DUDLEY
PELLEY**

Author of THE FOG

¶ How many times have you reordered "The Fog," which we published in 1921? Your reorders were small, perhaps, but frequent — the book had vitality and is still being recommended by its readers. As this advertisement is being written we have received word from our manufacturing department that a new printing — the ninth — has just been ordered.

¶ Mr. Pelley's new story is in somewhat lighter vein; it might be called a tragedy told as if it were a comedy. We couldn't endure the most cruel blows life deals us if we didn't laugh at them, and the long-suffering hero of "Drag" endures almost too much. "Drag" is the story of a soft-hearted young man, full of ambition, who makes a foolish marriage and lets his relatives, mostly his "in-laws," be a drag on him. His story is pathetic and yet is humorous because it is so true to life — and life is amusing if we view it as we'd better.

¶ When the hero of a novel is the sort of man you're sorry for — Queed and Mark Sabre are examples — that novel is likely to have a wide appeal. That's one reason why we think "Drag" will have a large sale. Another reason — "Drag" will be widely advertised.

Ready February 18th. \$2.00

Boston LITTLE, BROWN & COMPANY Publishers

SEE WEBSTER'S DAILY USE D

HIGHEST

LOWES

SOMET
DEFIN
SYNO

The on
approv
making
dic

THE

DICT

SO

C

W

PU

Because its definitio
it does away with the cumber

*Some of the Special Features a
cabulary, New Words, Large clea*

THE BLUE CLOTH EDITION

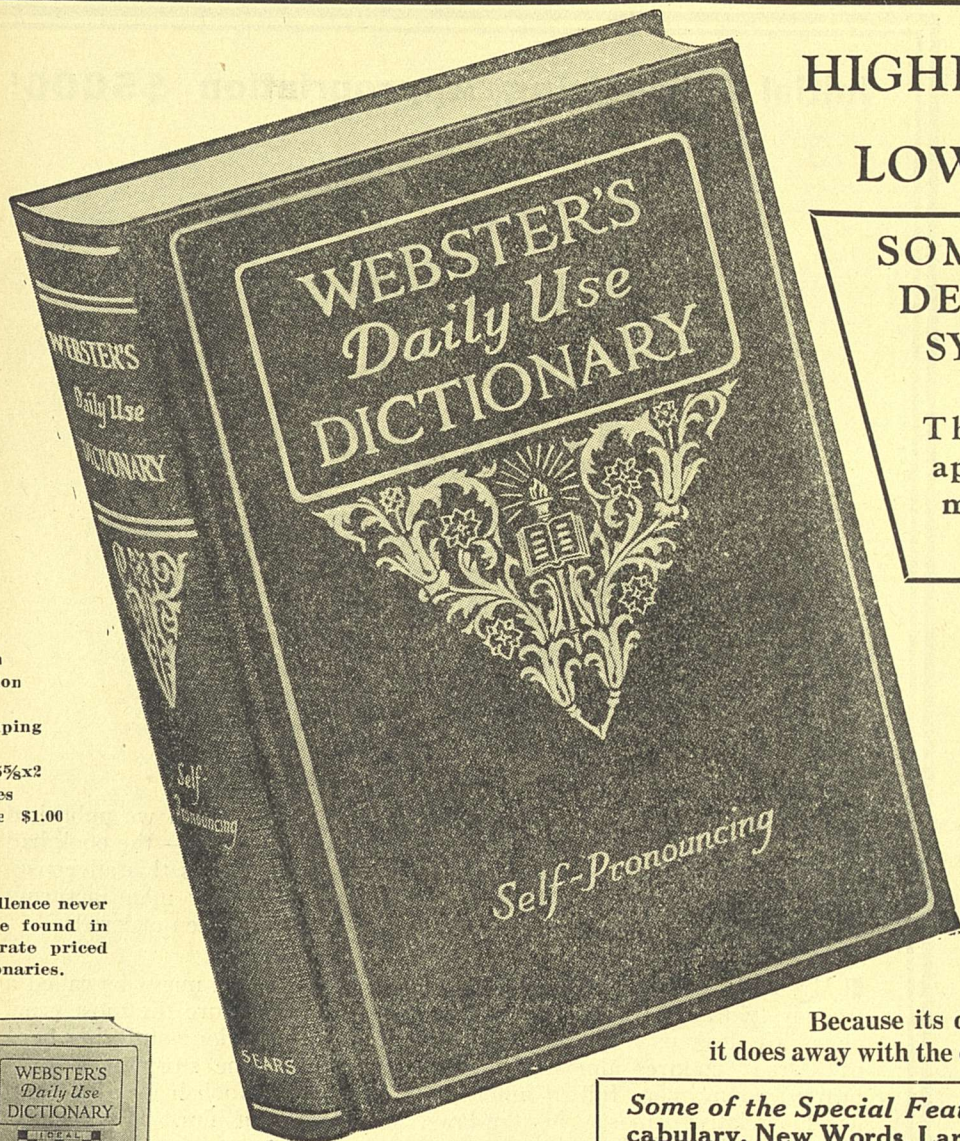
This is the most beautiful of all cloth dictionaries, for it is bound in the finest quality of a true blue linen pattern cloth, dyed by a new process so that it will not show wear, with an ornamental cover design in gilt which is both handsome and in the best taste. This dictionary combines high editorial quality with fine appearance and is priced under any dictionary of such quality ever offered.

It has a Cross Word Puzzle Jacket of a flaming yellow printed with bronze blue ink in striking design (see small illustration). The jacket makes an amazingly attractive display of color on your tables or in your show windows, giving you the best opportunity to cash-in on the present enormous Cross Word Puzzle vogue.

EXTRA LIBERAL DISC

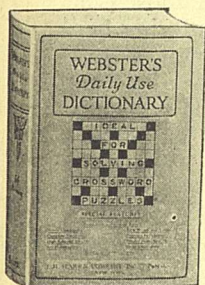
J. H. SEARS AND COMPANY, Inc.

PUBL

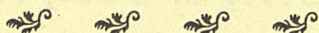


Blue
Cloth
Edition
Gilt
Stamping
Size
7 $\frac{3}{4}$ x5 $\frac{5}{8}$ x2
Inches
Price \$1.00

Excellence never
before found in
moderate priced
dictionaries.



This picture shows the remarkably attractive Cross Word Puzzle Jacket that comes on the cloth edition. It is printed handsomely with a bronze blue ink on a brilliant canary colored paper.



CTIONARY BEFORE YOU BUY

E
N QUALITY
IE
IN PRICE

NG NEW!
IONS IN
M FORM

new and
method of
up-to-date
nary

HOICE
ALL
NARIES

ING
SS
RD
LES

re in synonym form
and irritating appendix

Newly Compiled, Complete Vo-
e. Foreign Words and Phrases.

THE BLACK ARTIFICIAL LEATHER EDITION

This beautiful dictionary is bound in a special quality of artificial leather with a rich Morocco leather grain that is made especially for this book. It is printed on the best quality of dictionary paper in large, well-proportioned type—a distinctive feature of this dictionary—making it a most readable book. The ornamental cover design in gilt is handsome and dignified. It has round corners and red edges. Semi-flexible binding.

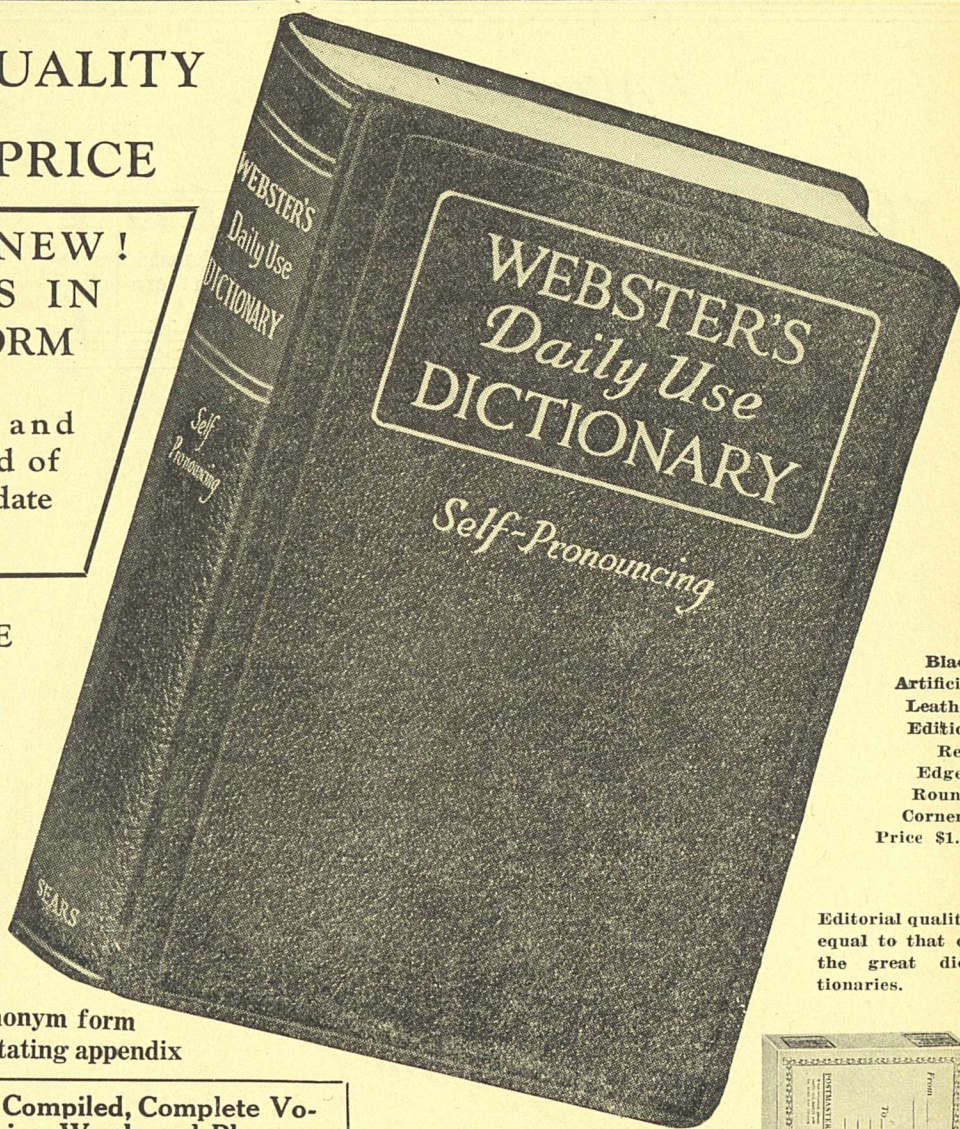
It has been prepared afresh from the ground up so that its editorial quality is equal to that of the great dictionaries in the language. It contains all new words and phrases. Its physical appearance is most pleasing and its price cuts far below any price ever known for a book of such value and merit.

ENTS TO THE TRADE

ERS

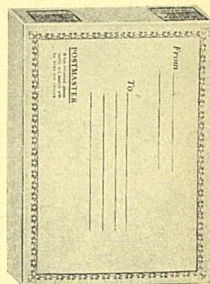
40 West 57th Street

NEW YORK

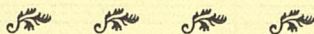


Black
Artificial
Leather
Edition
Red
Edges
Round
Corners
Price \$1.50

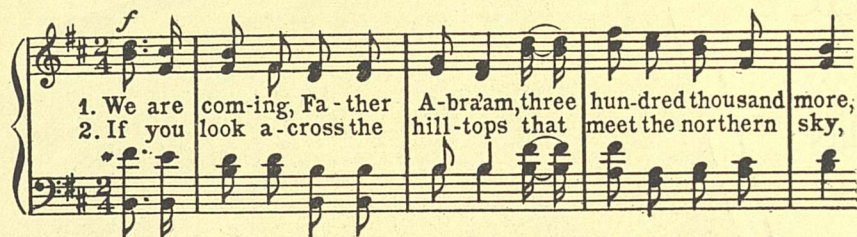
Editorial quality
equal to that of
the great dic-
tionaries.



This picture shows the practical and good looking mailing carton in which the artificial leather edition is packed. The dictionary is wrapped in a heavy white paper before being packed.



Altogether Now!



We Are Selling
**Father
 Abraham**

300,000 Strong!

Why Not?

It's Irving Bacheller's Novel of
 Lincoln's Administration

And He Wrote

A MAN FOR THE AGES

Over 1,000,000 Purchasers Are Waiting For This Book!

For years there has been a crying need for it—and the need has grown year by year. Now it is out—a practical big seller that means splendid profits for you.

OVER two hundred thousand young men and young women are earning their way through college right now! And over one million students in our high schools throughout the country are searching for some authentic guide that will tell them how they can obtain a higher education. Parents of limited means, countless thousands of readers interested in this fascinating phase of college life—*here are millions of prospective purchasers of this book on "How To Work Your Way Through College."* And with each new school generation, a new demand is automatically created!

How to Work Your Way Through College

This book sells itself. It is something for which there has been a most urgent demand, a practical book helping to solve a vital and most important problem of American life.

This book is based on the author's own experience and upon the actual experiences of thousands of other self-help students in colleges throughout the United States. Detailed Costs of College Education—Loans and Scholarships—Self-Help Opportunities in Colleges for Men and Women, and in Professional and Technical Schools—Social Position of Self-Help Students—Fraternities—Athletics—250 Practical Job Hints—these are only a few indications of the scope of this work.

To display this book is to sell it.

\$2.00 Net

EDWARD J. CLODE, Inc., New York

At Last!

HERE IT IS!

ANNETTE and SYLVIE

TRANSLATED BY BEN RAY REDMAN

The epochal novel of the conflict
between a woman's intellectual pride
and passionate desire.

By ROMAIN ROLLAND

Author of the titanic success *JEAN-CHRISTOPHE*

You can duplicate the success of
Jean-Christophe, for here is as great a
study of a woman as *Jean-Christophe*
was of a man.



Display It — Feature It — Push It

REGULAR EDITION \$2.50

DeLuxe, Signed Edition, Limited to 500 Copies, \$7.50



HENRY HOLT AND COMPANY 19 West 44th St., New York



You'll smile

—and chuckle with delight when you read the new Red Pepper Burns story—

Red of the Redfields

By Grace S. Richmond

\$2. Doubleday, Page & Co.

R.
P.
B.



Zippy!

—that's the way you'll feel the morning after you read about Red Pepper Burns, "specialist in human nature," in Grace S. Richmond's new novel—

Red of the Redfields

\$2. Doubleday, Page & Co.



Sleepy?

You can't get to sleep until you've finished chuckling over Grace S. Richmond's new novel—

Red of the Redfields

\$2. Doubleday, Page & Co.

R.
P.
B.

"Better than a Show"

—that's what they are saying about Grace S. Richmond's new Red Pepper Burns book—

Red of the Redfields

\$2. Doubleday, Page & Co.



Get 2 Copies!

The only difficulty about Grace S. Richmond's new Red Pepper Burns story is that the whole family want to read it at once.

Red of the Redfields

\$2. Doubleday, Page & Co.

R.
P.
B.



We told you so—

When Grace S. Richmond's *Red of the Redfields* was published a short time ago, we told you that thousands of readers were asking for another Red Pepper Burns story. We hate to say "we told you so" . . . but nevertheless, those friends of the "specialist in human nature" are now asking for another edition of "Red of the Redfields."

So, during January, February, March, April and May we are going to run these little ads shown on this page in New York, Chicago, Boston, Philadelphia, San Francisco, Los Angeles, Kansas City, St. Louis, Cleveland, Detroit, Seattle and many other places. Better keep your stock up on *Red of the Redfields*, and keep the lively jacket well displayed.

Doubleday, Page & Co.

Now Ready

THE BOOKMAN'S GLOSSARY

*A Compendium of Information Relating to the
Production and Distribution of Books*

By John A. Holden.

A useful Vade Mecum for everyone connected with the profession of bookselling or with the circulation of books. The numerous terms used in the various industries allied with book-making as well as the words and phrases used in bibliographies and catalogs are carefully defined. Incidentally much historical data is given to illustrate many of the entries in the Glossary.

8 vo. cloth, \$2.00

R. R. BOWKER CO.

62 WEST 45th STREET

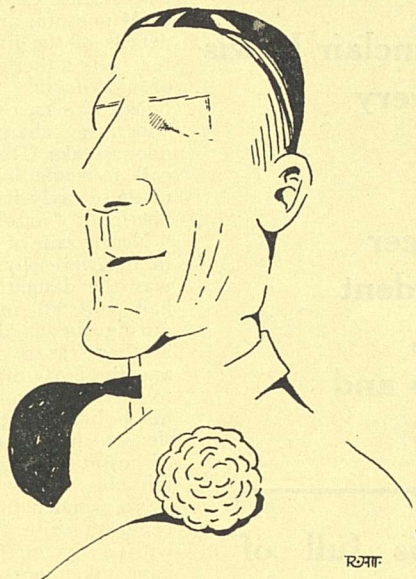
NEW YORK

NEVER BEFORE has there been a book like it.
BUT RARELY comes a book with an appeal so universal.

The Roar of the Crowd

M
A
K
E

R
E
A
D
Y



O
R
D
E
R

N
O
W

JAMES J. CORBETT

Everyman wants it also; Everyman's family.

For it is not only a stirring account of famous fights and fighters of the last fifty years by the most skilful and the brainiest of all champions and athletes, with thrills and courage a-plenty, but also **A Human Document** as sincere and gripping as **Two Years Before the Mast**, **Robinson Crusoe**, **Bok's Autobiography**, **Over the Top**, this story of a man who fought his way up from obscurity to fame, held it worthily, fighting many battles within and sterner ones without the ring.

It contains all the ingredients necessary to hold the crowd—suspense drama, humor, sentiment, stirred in not by a plot-spinner but by experience and truth.

The Crowd will want it. You want the crowd.

Prepare for it. — February 20th

\$2.50

Fully Illustrated with Rare and Amusing Pictures

New York

G. P. PUTNAM'S SONS

London

You Can Sell

**The New Sinclair Lewis
Novel to every
Doctor
Nurse
Health Officer
Medical Student
Their wives,
Sweethearts and
Friends**

**The book is full of
the situations, people,
problems, and ideas
which form the fami-
liar aspects of their
everyday life.**

**It is a great American
novel.**

Ready March 5th

\$2.00

Because

SINCLAIR LEWIS

earliest recollections of his birth-place, Sauk Center, a prairie village of Minnesota, are woven around the details of the life of a country doctor. His father's office with its smell of iodoform, the bulky medical books, the case of instruments, the "operating chair," the buggy at the door to take "Doc Lewis" on a hurry call to some lonely farmhouse—all of these early impressions were prophetic of "Arrowsmith."

Nearly all of the men of Lewis family were physicians. His mother was the daughter of a doctor who had enlisted in the Union Army during the Civil War; his father's brother was a country practitioner, and the boy's older brother went off to medical school and returned for his holidays with fascinating additions to his vocabulary, with stories of hospitals and clinics and the new miracles of surgery.

No wonder that when Mr. Lewis began to write, the theme of a novel with a doctor for its hero should have taken possession of his mind. This ambition was partly satisfied in Dr. Kennicott of "Main Street," but by the time "Babbitt" had been completed the idea had developed beyond the country doctor to a more significant figure, a figure qualified to register, at least to some extent, the results of the author's own quest for the desirable.

He conceived of someone with the background of medical school and routine country practice, but a man who would be able to reach beyond the horizon of the physician into the scientific foundations of modern medicine—one of the quietly heroic "explorers" who have the power of immensely affecting the issues of life and of death. Such a character, honest, fine, lovable is Dr. Martin Arrowsmith, hero of this new novel

ARROWSMITH

Harcourt, Brace and Company

**383 Madison Avenue
New York**

The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, JANUARY 24, 1925

Browsers Into Buyers

By Elsie Parrett

ON stopping at the toilet goods department of a large store recently, I found the usual congestion of beauty seekers. There never seem to be enough saleswomen to go around in such departments. While I was waiting my turn, I amused myself by watching the antics of two "well preserved" women as they permitted the sales girl to wave before them corks from various bottles of perfume. Suddenly the girl turned to me, asking if she could serve me. I almost gasped at her apparently unpardonable rudeness to them, and tho nothing of a reformer I could not resist saying, "Oh, do finish them—I am in no hurry!" She glanced their way indifferently, and with a killing air of combined exasperation and superciliousness said, from the far corner of her mouth, "They're not buyers, they're just smellers."

She seemed to epitomize the attitude of the average department store toward "just smellers," lookers, and all their kind. The advertising of such stores occasionally invites customers to drop in and look over the display whether thinking of buying or not, but the attitude toward "just looking today" is apt to be unsympathetic. Perhaps the store has reason, for I have heard that there are women who regularly sally forth on such expeditions with absolutely no intention of buying anything, and who demand a good deal of attention from salespeople. Of course, most of us like to shop around and find out what the market affords, in as many stores as we like, when we contemplate making a momentous outlay, but such an occupation as a deliberate

time-killer is beyond my comprehension. I can't imagine getting into the swirl of the shopping crowds without some definite objective.

But when it comes to books it is different. Different with me and, I am happy to note, usually different with the bookseller. He—or it is now so often she—declares in so many words that he welcomes our nosing around (to carry out the simile) and apparently feels no rancor if we prove to be "just smellers." He probably knows that the aroma of his wares is so enticing that sooner or later we will capitulate, and he can afford to smile and bide his time. As his attitude in this respect is a considerable factor in determining the attractiveness of his shop, it perhaps merits a little discussion.

A customer enters a bookstore with one of three purposes—he wants a particular book—or if the store carries side lines, such as cards or stationery, something definite in those directions. Or, he has decided that this is the happy day on which he can afford a new book, and has come in to make a choice on the ground. "Which shall it be? I look at John; John looked at me"—the agonizing scene from the old McGuffey reader becomes very enjoyable when books are the subject of the indecision. Or, thirdly, being constitutionally unable to get past a bookstore, he has just dropped in to browse around, with no idea of buying.

The purpose of his visit determines what sort of reception he finds most acceptable from the bookseller. If he is in a hurry and wants "A Passage to India" on

schedule time, he is glad to be accosted with an offer of service immediately upon entering. If he has the glad consciousness that he is going to open his purse before leaving, he does not object to pointed attention, provided the salesman releases him after he states his roaming proclivities. If he comes in merely to browse, he may feel some embarrassment at an offer of assistance, not because he feels that the salesman resents his purpose, but because he feels he is accepting a favor in handling the delicious-smelling, clean, new books, dipping here and there, reading an essay or a poem, free of charge in this world where "give and take" usually go strictly in pairs. If he thinks in general terms he wonders how the bookseller can afford to have a lot of people come in every day, thumb over his books, sit in his easy chairs, enjoy his fireplace, even sometimes drink his tea, and make no remuneration therefor. He knows, if he stops to think, that the bookseller must calculate to gain in the long run, or "business as usual" would be impossible. And yet at the same time the browser is apt to feel just a shred of this feeling of obligation.

Now if the bookseller wants him to feel perfectly welcome and to repeat his visit, he will do nothing to increase this feeling, and take pains to create an atmosphere of hospitality. If the customer's general bearing indicates that he is merely a browser, it is better not to make an offer of service at all. I know a small bookstore where easy chairs are drawn about a fireplace; where one may find, sometimes, especially during the quieter hours, the proprietress reading, along with her guests. She seems able miraculously to tell whether or not you wish attention; if she decides you do not, she welcomes you merely with a nod and smile and goes on reading. She is easy to speak to, if you want to ask a question or make a remark; and accessible if the temptation to buy becomes irresistible. But you feel just as welcome if you stay a half hour and then stroll away without buying.

Always to expect such mind-reading is perhaps lifting a rather high standard for the book salesman. He finds it easier, no doubt, to follow some uniform procedure than to trim his sails anew with every veering of the breeze. But I have heard

the proprietor of a large women's wear store lay down the principle that his saleswomen should govern their attitude to customers by the desires of the latter as evidenced by bearing and actions. Some customers like a lot of "palaver" and service; others prefer to stroll around, look at goods displayed without much attention until they make up their minds. If clerks in such a store can be expected to apply a psychological test to each of their numerous customers during the day, surely it is not unreasonable to look for similar ability in book salesmen whose customers are usually fewer in number and variety. Even if the policy of the store dictates the invariable greeting, it should not be difficult thereafter, it seems to me, for the salesman to adapt his procedure to the individual case.

The browsing customer in the long run is profitable to the bookseller. To illustrate: My allowance for books is somewhat limited; I frequently drop in at the little corner shop merely to see the latest arrivals. But on the happy occasion when I can afford a new book, when I select gifts for friends, when I order the reference or scientific book for some particular purpose or occasion, that little shop is the one I patronize. I have come to know them and feel at home there, and thither I turn when the time comes to buy. The larger store down town has a more complete stock, especially in standard and classical works, and sometimes, for the latter, if time is limited, I resort to the big store. But their stiff aisles, like the stack room of a library, do not attract the casual visit. Their too-attentive clerks defeat their purpose. I heard a customer remark the other day that they pursued her as if fearing she would steal something. The jostling crowd in the narrow passages are not conducive to leisurely choice.

The choosing of a book is such a joy that we do not want it marred by any such distractions. We do not want to be hurried; we want time to enjoy the bouquet and the full flavor. If we are buying a gift book we like to read a few pages, impersonating the friend, imagining his reactions as he opens the book; if, for ourselves, we like to prolong the delicious indecision. Perhaps it is not too much to say that a bookseller would better have too few salesmen than

too many, for a customer would rather wait a moment for service than to be the object of continuous ministration.

I have had principally in mind in the foregoing discussion the treatment of the browser who has already contracted the disease. But the bookseller may do much to spread the infection, by his advertising, direct and indirect, the attractiveness and arrangement of his shop, the sympathetic treatment of newcomers. Familiarity with books surely leads to love for books, and

love for books leads to desire for possession. And so it seems to me that it behooves the bookseller not only to welcome the habitual browsers, but to try to create more browsers. In doing so, he may not only promote good business, for browsers into buyers is a natural evolution, but he may have the glad consciousness that he is purveying an instrument of sure happiness to those who buy. He is a missionary, a philanthropist, and a friend to mankind, as well as a good business man.

The Baker & Taylor Company Takes Larger Quarters

THE tall building at the corner of Fifth Avenue and Twelfth Street will, from now on, be the headquarters of the famous jobbing business of The Baker & Taylor Company. This move is being expeditiously and smoothly accomplished over the week-end of January 24th. The two big floors on Fourth Avenue have been outgrown, as many previous locations have been outgrown, and this time the firm has made a very careful analysis of all the issues involved in the proper location of a jobbing business and they believe, have answered the question of location and equipment in the best possible way.

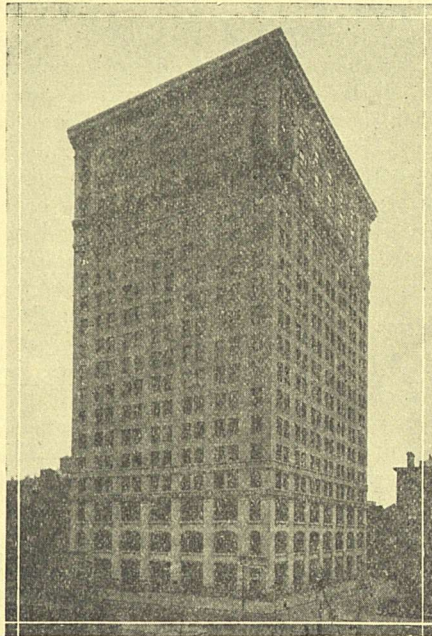
There are several great advantages in locating at 55 Fifth Avenue. First, Fifth Avenue is the best known address in the United States. One might almost add that No. 55 would be the easiest number to remember on the Avenue. By whatever route one arrives in New York one immediately gravitates toward Fifth Avenue, and has only to

mount a green bus to have both a sight-seeing trip and a very direct connection to any number on the street.

The second and probably more important point is that Twelfth Street and Fifth Avenue is an ideal place for easy trucking facilities. Most outgoing freight goes toward the west, and, in the present condition of New York transportation, trucking across Broadway or Fifth Avenue above Twentieth Street is a question of hours rather than minutes, and all such de-

lays mean money. Inasmuch as the jobbing business must depend for its profits on the fraction of a cent, these delays are not only expensive but they curtail the efficiency of the service given. Below Fourteenth Street and west of Broadway street congestion is very greatly relieved, especially as from Twelfth Street down there is the residential section of Greenwich Village which supplies little trucking and thus leaves the street open for the business of those just above.

Another very im-



BAKER & TAYLOR'S NEW HOME

portant gain for the Baker & Taylor Co. is the obtaining of lower floors, the second, third and fourth, which will provide, an easy entrance and exit both for customers and for pick-up boys, and also very quick and short freight distances for the outgoing and incoming cases. It also gives an opportunity for window signs, which will emphasize the name of the firm and the business done.

Another gain is that of light, as this building faces to the southwest and is protected to the south-west in its light by the First Presbyterian Church.

Still another point that may well have influenced the decision is that this is one of the town's well-known book centers. Across the street is the beautiful new structure of the Macmillan Company, and just above the tall and graceful building erected by Ginn & Company. Longmans, Green & Company were the first to come to 55 Fifth Avenue, and have one of the upper floors, and in another year the Oxford University Press will have moved down to that address from Thirty-Third Street. Only four blocks to the south is the big building of the American Book Company, and four blocks to the north Robert M. McBride & Company.

Another advantage obtained from the study of the problem is that of easy commuting transportation for the large Baker & Taylor staff, as the express stops of the subways are at Fourteenth Street, just one block to the west and two blocks to the east, and before long another subway will be passing under Fourteenth Street east and west, this in addition to the elevated trains on Sixth Avenue, the Hudson Tubes to Jersey one block to the east, and the constant procession of busses directly by the door.

Efficiency Problems

With such ideal floor space for the purpose, twenty-five per cent more than was available on Fourth Avenue, the staff has had an interesting opportunity to study efficiency problems and the general needs of a wholesale book business. For this purpose experts on floor arrangements have been called in, and the whole problem of book handling studied and measured.

It is especially interesting to have two such great book dealers as the American

News Company and The Baker & Taylor Company taking up this problem at the same time. This will mean that book wholesaling in New York will be done from now on under the most advantageous physical conditions.

As with the News Company, the flow of stock in The Baker & Taylor floors will be from the top down. Incoming books will be received on the fourth floor, and here the main stockroom occupies the entire floor. The bins reach within a few inches of the ceiling, and sections and shelves have been worked out that are of the most convenient size and shape. The aisles will radiate from a central desk, at which the customers' orders will be received. The arrangement will be such that the books most called for will be nearest the central point, thus saving steps and time.

Packing and Shipping Facilities

The third floor, the middle of the three occupied, will be the executive floor. Here will be the President and Treasurer, Herbert S. Baker, the office of Vice President Fred R. Hood, who is also in general charge of buying, the business office under Arthur MacAuley, the big public library department, in charge of Glen Parker, and general promotion and publicity, in charge of M. A. Corrigan. Here also will be the general sales, research, and claim departments, so grouped that the customers and other visitors can conduct all transactions without leaving the floor. There will be ample space allowed for sample rooms, with modern equipment for showing stock. All customers' orders will come first to this third floor, and, when ready for handling, will go by electric dumbwaiter to the stockroom on the fourth floor. When assembled, the orders will go by another and larger electric elevator to the lowest of the three floors, the second from the street, and here will be the carefully arranged shipping room and immediately associated departments. The orders will then be checked, titles and editions verified, and will then be ready for the packers. When all items have been checked up, the original order goes back to the billing department on the floor above.

No stone has been left unturned to make the packing and shipping facilities efficient.

At this point is the greatest opportunity to keep wholesaling expenses at the minimum. The question of packing tables has been studied, and larger ones decided upon. On the second floor, also, has been arranged a surplus stockroom, where will be kept large quantities of books that are in extremely active current demand. This will save handling on books that are going out in great quantities. Of course, the placing of the packing room on the second floor is to give it the easiest possible access to the street.

What Is a Jobber

The history of this business, whose efficiency is now a byword in the book business, dates back ninety-five years to beginnings in Hartford, Conn., in 1830. The first activities began when David F. Robinson and B. B. Barber established a book bindery, opened a bookstore and published historical and subscription books. The firm soon entered the schoolbook field, and "Olney's Primer of Geography" was one of its first successes. This was followed by "Comstock's Natural Philosophy," which became so popular that it was reissued in England and Scotland, and even translated into German, the first successful attempt to teach physics in the public school. In 1834, Henry Z. Pratt was admitted to partnership, and the business in schoolbooks became so dominant that an office was opened at 259 Pearl Street, New York City. Expansion of their activities came six years later, when the firm bought out the well-known publishing house of Robinson, Pratt & Company and moved to 63 Wall Street. In 1843, Mr. Robinson retired from the business, and the firm was changed to Pratt, Woodford & Company, and, by 1848, the address in 4 Cortlandt Street had been adopted, then considered well uptown. In this business, as with so many others, war caused liquidation and reorganization, and then appear in the organization the names of James S. Baker, whose son is now the head of the business, thus making a family connection thru sixty years. By 1872 the firm name had become Mason, Baker & Pratt, and at the address of 9 Bond Street the firm became The Baker & Taylor Company, the new partner being Nelson Taylor of Norwich, Conn. Nine years later

the business had taken on extensive developments, and the famous address of 5 East Sixteenth Street had been adopted, which changed, in 1901 to 33 East Seventeenth Street on the north side of Union Square, an address very well-known to a generation of booksellers. It was from here that they followed the trend north into the Fourth Avenue publishing center in 1915.

In a very interesting address before the American Booksellers' Association in May, 1919, Mr. Baker took up the question of "What Is a Book Jobber?" and demonstrated, if it needed to be demonstrated, the extremely important place that such an organization takes in the distribution of books thru many varied types of bookselling in such a vast country as this. Mr. Baker then estimated that, out of 10,000 stores in the United States that were handling books to some extent, about 75% traded thru jobbers. Most of these, he said, would find it impractical to handle books at all if it were not for such jobber's service, and thousands, perhaps, could trace their initiation into business directly to the jobber's efforts. The jobbers do not exist, he said, merely to purchase books in quantity and then sell in smaller lots, but have to prove their way, season after season, by contributing to the general prosperity of those whom they serve and those from whom they purchase. The function of the jobbers is not order-taking but selling and promoting, and they lay particular stress on service, citing their economies and short cuts. Jobbers maintain large stocks, extend credit, pick up miscellaneous books, see that advance orders are delivered on time, supply foreign books, ship posters, make selections for those who want assorted stock, and in every way throw their abilities back of the small retailer. In the matter of selecting the initial stock for newcomers, jobbers are charged with no small responsibility. Oftentimes, the making of the assortment is left entirely in their hands, and, as they have no special interests to serve, they can be relied on to give a well-balanced assortment. Jobbers also are interested to see the bookstores adopt good business systems and energetic promotion, as their business can only grow as the new outlets supply healthy, repeat orders.

John T. Hotchkiss Goes to Reilly & Lee

An Appreciation From Portland

JOHN T. HOTCHKISS, who has been connected with the J. K. Gill Co., of Portland, Oregon, for fourteen years, has resigned as manager of the book department there and will join the staff of the Reilly and Lee Co., on Monday, January 26. Mr. Hotchkiss will continue for the present to make his home in Portland as Pacific Coast representative of his new firm, but he will spend several months of the year at the Chicago headquarters, where he will have an opportunity to exercise his knowledge, judgment and taste as well as his ability as an executive.

When it became known that Mr. Hotchkiss was to resign, the following editorial appeared in the *Oregon Journal*, one of the leading papers of Portland, Ore.:

John Hotchkiss

"Many regret that John Hotchkiss, long head of the book department at Gill's, is to go to another field, with Chicago as headquarters.

"He is a valuable and desirable man in any community. He is a business leader and a community builder.

"He has been the inspiration, guide and counsellor of many an Oregon writer. He has been a great influence in encouraging and stimulating Oregon writers to greater endeavor. He has shown them incentives and possibilities that led them to a growing ambition and increased achievements.

"It has been a work that Oregon needed, and now that Mr. Hotchkiss has done it, is manifesting itself thru Oregon productions in books and magazines thru the country.

"Charming in personality and genial and intelligent in all the things that make a man, Mr. Hotchkiss will be missed in Portland."

Mr. Hotchkiss started his bookselling career years ago with John L. Boland in St. Louis. He joined the J. K. Gill Company fourteen years ago and has been in charge of the entire book department, both wholesale and retail, for the major portion

of that time. In those fourteen years the space of the department has grown from 4000 to 15,000 square feet of floor space. He has introduced many innovations in bookselling, particularly indirect advertising features, as for example the fostering of the Oregon Writers' League; of Oregon Writers' Week, the Northwest Poetry Society and "The Poets' Corner."

"Gill's Boys' and Girls' Own Bookshop was one of the first children's bookshops in the country. This shop is now an enormous department in itself.

A successor will not be appointed to take over Mr. Hotchkiss' duties, but instead, on his recommendation, the task will be divided among his associates, who have under his leadership been in charge of the various departments for some time. Margaret Ewing will have charge of the general book department on the main floor; Mabel Arundel Harris, the Boys' and Girls' Own Book Shop; Charles Price, the wholesale book department; and Jane Allen, the wholesale library department.

As a further evidence of the regard in which John T. Hotchkiss is held in Portland it is perhaps worth mentioning the following banquets tendered him in the short time since it became known he was to leave: A banquet given by the Oregon Writers' League, a studio tea and reception by the Northwest Poetry Society, a dinner by The J. K. Gill Company, a banquet by his immediate associates and another by the Masonic organization.

Mrs. Mabel Arundel Harris perhaps best expressed the conception his associates have of him when she told the *Weekly* reporter, "I am of course delighted with the advancement given me and the opportunity to go ahead 'on my own,' but I can honestly say that I would for myself rather have Mr. Hotchkiss remain. He says that we have had our training and will develop best without his supervision, but I say that he is such a constant source of inspiration we will feel a great loss."

The Overproduction of Books

By Stanley Unwin

Head of George Allen & Unwin, London

“FEWER and Better Books” is one of those American slogans that sound so well, but upon examination mean so little. If the phrase were “Fewer and Better Novels,” which is what many people intend, there would be a good deal to be said for it, except that it is not usually the *best* novels which are most wanted by the public. “Fewer duds and more best-sellers” is the interpretation that many in the book-trade would give, but that, again, would lead us away from rather than towards the production of good literature.

What are the facts upon which this cry of over-production rests? What vast increase in output is responsible for the outcry? The answer will surprise many who ought to know better. Fewer books were published during the five years ending December 31, 1923 (*i. e.*, since the war was over), than during the five years ending December 31, 1913. The statistics are readily available in the columns of *The Publishers' Circular* for those who like figures, and I do not propose to quote them. The fact remains that even in 1923—a prolific year—fewer new books were issued than in 1913. And this is the more remarkable on closer investigation, because the 1923 figures are swollen by the books on the many new subjects that have arisen or come to the front since 1913. There is the vast literature on both wireless and relativity, to mention but two. The very diversity of the subjects in which people are interested helps to create the problems, and represents an important factor which those who call for fewer

books are apt to overlook. Many of us have never succeeded in reading a book on relativity from cover to cover; more have never attempted the feat; but is that any reason why those who want books on relativity, or any other subject under the sun, should not have them?

Is it not well that anyone who feels he has a contribution to make to the common stock of knowledge should be as free as possible to make it? That new ideas should be given full consideration? In a tree, is it not a sign of vitality that it sends out endless shoots that ultimately achieve no apparent purpose?

THIS article which was written at the suggestion of the literary Editor of The London "Nation" is reprinted here with Mr. Unwin's permission. Mr. Unwin is much interested in general book-trade problems. His article "The Price of Books in England" appeared in the January 3d issue of the Publishers' Weekly.

All this brings me to the really unwanted books. Most of them are published at the author's expense, or “on commission,” as it is generally called, and this accounts for the usual condemnation as a class of all books published on commission. Certain old-fashioned publishers even boast that they *never* publish anything on commission, probably forgetting that some of the most distinguished authors take the very sensible line that they do not require any publisher to finance them, and prefer to pay the publisher for whatever services they do desire him to render, and to retain the entire profit for themselves. Many famous and most successful books have been published on commission—rumor has it that Keynes's “Economic Consequences of the Peace” was published under these conditions. Two of the best-sellers in my predecessors' list—books that have been selling merrily for years—were, until quite recently, commissioned publications. If, on the other hand, we attempt to confine

our condemnation to commission books for which there is no demand, I am reminded of Edward Carpenter's description of his experience with "Towards Democracy." I quote his own words from "My Days and Dreams."

"I have spoken elsewhere about the considerable period of gestation and suffering which preceded the birth of this book; nor were its troubles over when it made its first appearance in the world. The first edition, printed and published by John Heywood, of Manchester, at my own expense, fell quite flat. The infant showed hardly any signs of life. The Press ignored the book or jeered at it. I can only find one notice by a London paper of the first year of its publication, and that is by the old sixpenny *Graphic* (of August 11, 1883,) saying—not without a sort of pleasant humor—that the phrases are 'suggestive of a lunatic Ollendorf, with stage directions,' and ending up with the admission that 'the book is truly mystic, wonderful—like nothing so much as a nightmare after too earnest a study of the Koran!'"

Few Books of No Intrinsic Merit

If we limit ourselves yet further and say that under no circumstances ought unwanted novels to be published at the author's expense, I am bound to point out that the first effort of one of our greatest living writers of fiction was published under those conditions (it was under a pseudonym). Probably it would never have found a publisher under any other conditions, for it was very immature work, had no sales, and has never been reissued. But had it not been published, would that now distinguished writer have been encouraged to take up authorship?

Anyhow, I think that it is clear that we must not be too hasty in condemning even unsuccessful commission publications, if it is the interests of literature we have at heart. Furthermore, we must not overlook the many learned works of research which would never be made available for future students if they had to wait for a publisher willing to finance their publication on their commercial merits.

We are left with the publications which have no intrinsic merit, which show no promise, and for which there is no demand. Despite the very great pressure that is often brought to bear, such books do not (with very rare exceptions) appear under

the imprint of any of the more reputable publishers. They certainly are a burden to the overworked literary editor who has the task of weeding them out, but a glance at the publisher's imprint will usually tell him all he needs to know. They do not occupy much of the bookseller's time or space because he never subscribes to them, but merely procures them when they are definitely ordered. Usually only a small proportion of the edition is bound up, and apart from the review copies, and perhaps forty or fifty sold to friends and relatives of the author, very few copies get into circulation. After the lapse of a year or two the unbound copies are pulped, or, more probably, used for packing up other publications! It is doubtful, therefore, whether the few hundred books of this kind which are published yearly really present any great problem, or even a problem at all, to anyone except literary editors and a few booksellers. As a method of spending money it does not seem to me to be any better or worse than many others about which no one is unduly troubled. And the fact remains that whatever provisions were made to suppress this class of book, there would always be with us a few hundred people under the erroneous impression that their literary efforts were masterpieces which must be printed regardless of the consequences or cost. Often they are under the delusion that it is merely due to a secret conspiracy on the part of publishers that their MSS. are returned!

Problem Is Not Over-Production but Insufficient Sales

There is, however, a form of over-production which is seldom mentioned, but which is in some respects much more serious in its consequences. If an edition of three thousand copies represents the demand there is for some book, there is obviously no point in printing thirty thousand, even tho the thirty thousand copies could each be produced infinitely more cheaply than would be possible were one-tenth that number printed. I have in mind one particular firm now out of business which recently ran thru £30,000 largely as the result of over-production of that kind. The bookselling trade would have been swamped had the whole of their surplus stock been flung upon the market.

A large proportion of it had to be pulped, not because it did not consist of excellent books—they were some of them first-rate and most beautifully produced—but because the supply was altogether in excess of what the market could absorb.

But the *real* problem, if Leonard Woolf will forgive me, is not over-production, but insufficient sales. Most people have not yet learned to regard books as a necessity. They will beg them, they will borrow them, they will do everything, in fact, but buy them. People who would be ashamed to cadge for anything else they wanted, who will unhesitatingly pay 8s. 6d. apiece for a dozen gramophone records, or 12s. 6d. each for stalls at a theater, will think twice, if not three times, before spending even 5s. upon a book which will last a lifetime. The fact that we in England do not spend on books—per head of population—anything approaching the amount spent by the population of New Zealand, and that we have not a fraction of the booksellers, in proportion to our population, that New Zealand has, demonstrates that, despite the increase in demand there has been since the war, there is still infinite room for expansion. Book lovers would do well to ignore what is often idle chatter about over-production, and concentrate attention upon encouraging the new reading public that is growing up around us. That more and better books are not read we are all in a measure responsible. It is not the unwanted books that bar the way. It is the lack of early training and the lack of guidance. It is often a lack of knowledge or an absence of realization of the infinite treasure, the infinite joy, to which the reading habit is an open sesame.

It is the recognition of this aspect of the matter which has led American publishers to take collective action, and has prompted "The Society of Bookmen" to urge upon all those associations connected with the book-trade in Great Britain to form a joint association to explore the possibilities of increasing the love of reading and the dissemination of books by means of cooperative publicity.

But whether such an association comes into being or not, there is much we can all do as individuals, and it is difficult to conceive of a more profitable task we can set ourselves.

New Travelers' Association Organized

AN association has been formed, called the Associated Book Travelers, to develop and further the friendship of the traveling representatives of the book publishers of America. Any man actively identified with the wholesale sales organization of an American publishing house is eligible for membership and the immediate response on the part of the book travelers in joining has indicated the need for such an organization. It is planned to hold at least two get-together luncheons and an annual banquet, at which prominent speakers have consented to attend. Raymond Bond of Dodd, Mead is organization secretary for the new organization, and those who desire to be charter members are asked to send their applications to him. The first general meeting will be held in New York the last of April and plans for this are in charge of a committee of five.

Prize Bibliography on Agriculture

THE Eunice Rockwood Oberly Memorial Prize, awarded every two years for the best original bibliography in the field of agriculture or the natural sciences, has been awarded to Max Meisel of New York for the first volume of his extensive "Bibliography on American Natural History." Vol. 1, which has been published by The Premier Publishing Co., Brooklyn. 1924. 244p.

Contents.—An annotated bibliography of the publications relating to the history, biography and bibliography of American natural history and its institutions, during colonial times and the pioneer century, which have been published up to nineteen hundred and twenty-four; with a classified subject and geographic index; and a bibliography of biographies.

A Bibliography on the Marketing of Agricultural Products submitted by Emily L. Day, Katharine Jacobs, and Margaret T. Olcott, of the library staff of the Bureau of Agricultural Economics of the U. S. Department of Agriculture received honorable mention.

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

January 24, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Progress in Publishing

THE fifth milestone in organized effort to develop the American book distributing fields was celebrated this week by the National Association of Book Publishers by an enthusiastic meeting and with an attendance that made the founders of the Association appreciate how far the trade had gone in the short period since the Association's organization. Nearly seventy-five publishers attended the business meeting and listened with keen interest to the reports of committees, each of which showed that members had been willing to give generously of their time and enthusiasm to improve the general situation for all who are in the publishing business. It was emphasized several times that the Association had proved that things could be accomplished by joint effort that could not possibly be done by any single house, and that, by pooling the wisdom and information of the members, the best possible basis for constructive and progressive book progress could be cooperatively worked out.

The coming of new means of communication—phonograph, radio and movie—has done no more than stimulate the book market, and, with these inventions at their highest point of usefulness, as during 1924, still the book business went steadily ahead, and looks forward now with confidence and enthusiasm to the greatest and most prosperous year in its history as it passes into the twenty-fifth year of a constructive quarter-century.

"Books for Every Room"

WITH the new year many communities and families throughout the country receive bonuses, dividends, etc. The problem arises as to the disposal of these considerable sums. In some cases the home is redecorated, painted, new furniture bought and a freshened atmosphere results. Furniture houses and interior decorators submit estimates and plans, while the bookseller with an eye to "Books as Decoration" steps in as well. The January *Good Housekeeping* contains an article by Jane Guthrie on "The Decorative Value of Books." In it are several good tips of use to booksellers who strive to sell books as decoration. It is pointed out that books are just as necessary to lend a tone to a room, however small, as wall paper, furniture, or rugs. Most furniture stores would welcome co-operation in arranging suitable displays, showing the decorative effect of books. "In themselves books are essentially decorative," says the article. "I have often wondered why professional decorators spend so few words upon them. They explain how to arrange them in a library, perhaps, but shut them out of everywhere else." It is for the bookseller as well as the decorator to sell the idea of books as decoration, for every room in the home. There is no more opportune time than the first of the year and the spring, for this purpose.

Increasing Parcel Post Cost

THE reports from Washington indicate that the Sterling Bill, revised by Senator Moses, is receiving very serious consideration and will be fully under discussion in the Senate by the time this issue goes to print. The progress of this discussion began in the last session when a proposal for a \$68,000,000 increase in salaries for postal employees was passed by the Senate and vetoed by President Coolidge on the ground that it provided no suggestion of where this money was to come from.

At the opening of the new session, there was published a report of the Postmaster General, which indicated that the losses in the Department during the previous fiscal year were \$132,000,000, largely from

second and fourth-class matter and that this was partly made up by gains in the first-class matter of \$80,000,000 supplemented by some other gains, the net loss being about \$40,000,000. There was also brought forward a Cost Ascertainment Report, which endeavored to point out where the problems of the Department lay, and, based on this material, the Postmaster General suggested rate increases included in a bill presented to Congress the middle of December. These proposals provided, among other changes, for increases in the second and fourth-class matter, the items most under discussion. In the second-class matter it was estimated that the changes would bring about an increased revenue of \$10,000,000, and this was obtained by raising the rate on reading matter from 1½c. to 2c. a pound, and raising the rates on advertising matter 2c. a pound on the first three zones, 1c. a pound on the next three zones, and the seventh and eighth zones staying at 9c. and 10c. The increases in the fourth-class were obtained by putting a service charge of 2c. per package on each shipment and slightly increasing the rates on nearby zones.

The change in the second-class rate brought an avalanche of protest from the periodical and newspaper field, and extended hearings were held in Washington. This resulted in the introduction, on January 2nd, of a revised bill (S. 3674) sponsored by Senator Moses of New Hampshire, which, while leaving parcel post with similar revisions upward, cut the rates on second-class so that periodicals will see practically no change in the cost of mailing, and some will find a reduction. This proposal suffered some slight amendment in the bill introduced in the House January 8th by Representative Kelly, (H. R. 11444), changes of no fundamental feature.

It is the Senate bill that has now been pressed forward for discussion, and the effect, as far as the book-trade is concerned, means an increased cost of mailing books. Publishers and users of books should again emphasize to those in power that this increase and the discrimination between the rates accorded to reading matter accompanied by advertising (periodicals) and rates accorded to reading mat-

ter unaccompanied by advertising (books) is both unfair to the makers of books and unfortunate as a matter of public policy. The publishers and users of books have no such power to make their point felt as have the other groups, tho the Publishers' Association has made strong protest at the hearings, but Congress represents the public interest, and it is to be hoped that the opinion of book handlers and book users will be sufficiently well emphasized to prevent this one-sided attitude on printed matter. The National Association of Book Publishers wired the New York senators and representatives as follows, from the Association:

"Sterling Bill puts the weight of new income on parcel post bringing radical increase on transporting books which already bear far heavier cost than other printed matter of less educational value. If any change is made on rate for books they should be classified with magazines—as books are of permanent educational value."

More Pressure for Standardized Prices

SIMON L. NYE, representing the American Booksellers' Association, was among the twenty-two official delegates of national trade organizations who paid a visit to the House Committee on Interstate and Foreign Commerce to urge the adoption of some legislation to eliminate the predacious price-cutter. The group represented such organizations as the National Wholesale Grocers' Association, Music Industries, Chamber of Commerce, National Confectioners' Association, American Drug Manufacturers' Association, National Association of Retail Druggists, American Automotive Equipment Association, also perfumers, hardware dealers, tobacco manufacturers, etc.

This is one of the most representative groups that has ever joined on this important crusade. The tide is turning, and better standards for American commerce are surely coming in spite of the hard fought opposition of the dealers who still want to use as bait the standard merchandise of wide distribution.

Annual Meeting of the National Association of Book Publishers

THE fifth annual meeting of the National Association of Book Publishers was held at the Yale Club on January 20th, the business meeting being at 11 o'clock followed by a luncheon. The attendance was unusually large. The membership showed a healthy increase, and the members look forward to a record year for book publishing and distribution.

John Macrae, head of E. P. Dutton & Company, was elected president for a second year, and the vice presidents elected were:

J. W. Lippincott, Philadelphia.
MacGregor Jenkins, Boston.
D. Laurance Chambers, Indianapolis.
Alfred A. Knopf, New York.
Treasurer, George H. Doran.
Secretary, George P. Brett, Jr.

The five new directors elected for three years were as follows:

William J. Barse,
Barse & Hopkins.
Edward N. Bristol,
Henry Holt & Co.
Harry P. Burt,
A. L. Burt Co.
D. Laurance Chambers,
Bobbs-Merrill Co.
John W. Hiltman,
D. Appleton & Co.

And one director who will fill an unexpired term of two years:

Caspar W. Hodgson,
World Book Co.

The Committee on Membership reported five new members, bringing the total to 62.

Major George Haven Putnam made a report for the Bureau of Copyright explaining the present conditions of legislation at Washington, including the Authors' League Bill, whose provision for territorial rights on books of authors other

than American would bring so many new handicaps to American publishing.

The Treasurer's report showed that the Association had lived within its budget, the special funds have recently been raised to cover attorney expense in connection with legislative matters, as the Association has had no margin in its membership fees to cover this important item.

The work of the Promotion Committee was reported on by the chairman, J. W. Hiltman, who, with John Macrae and George H. Doran, has taken the direction of this important part of the Association's activities. This committee worked on a budget of \$40,000, and has carried a small balance into the ensuing year, for which even broader plans are to be developed as the result of the confirming success of the past year's work. This important report was received with great interest and approval, and is, in brief, as follows:

The mailing list now includes 2,700 book dealers, all of whom are supplied, free, with posters and window display material. Samples of purchasable material for book promotion are submitted to all, and, as a result, 302,000 pieces of such material, including cards, mats, and lantern slides, have been sold at cost plus 10%. Dealers have been assisted with suggestions for local advertising, and have consulted the office with regard to sales methods, store management, employment problems and other details of the business. The booksellers' confidence in the office service seems to be steadily increasing.

The public libraries have kept in close contact with the office, and have, to a large extent, used Campaign suggestions in helping to gain a wider circulation for books. 695 libraries regularly use material, and 400 additional libraries use the Children's Book Week material. A recent canvass of the libraries shows that book circulation has been increasing thru that channel as well as thru the bookstore. The Chicago Public Library reports half a million increase in the last year.

Other civic organizations are giving the work encouragement. The General Federation of Women's Clubs, with a membership of 4,000,000, prepared club programs for Children's Book Week, and it urged every community to organize a campaign for book education similar to the one held in Los Angeles. The Division of Literature of the Federation also inaugurated a two-year program to encourage home libraries. All of this was done in cooperation with the Association. The National Congress of Parents and Teachers, with a 650,000 membership, issued a Parents' Book Shelf at the suggestion of the Campaign secretary and mailed it to members. The *Child Welfare Magazine* carried articles on the importance of books in the school and home written by Miss Humble. State branches used promotion material. The United States Bureau of Education, the National Education Association and the State Educational Bureaus have all worked in cooperation with the Association's plans for promoting the reading of books. Reading courses have been distributed free, based on ideas furnished by the committee. The office was represented by Miss Humble at the National Conference on Home Education by invitation of the United States Bureau of Education. School boards, superintendents of schools as well as school teachers worked with the program on vacation reading, and publicity material was furnished them.

50,000 copies of a pamphlet on "The Church Library" were distributed during the year, and the Federal Council of Churches has officially endorsed the Religious Book campaign for 1925. Literary clubs, Boy Scouts, Girl Scouts, Camp Fire Girls have all shown sympathetic interest

and have used material and ideas. Both the Girl Scouts' magazine and the Camp Fire Girls' magazine have enlarged their book departments. The National Health Council, Drama League of America, Better Homes in America, Lend A Hand Society have all used the promotion material and are in regular contact with the committee. Arrangements were made with the Trans-Atlantic Passenger Conference to instruct its ticket agencies thruout the

country to advise intending travelers to read in advance of traveling. Bookstores, at the expense of the Travel Conference, were furnished with highly colorful posters emphasizing the idea.

Children's Book Week reached the point of its highest success. It was participated in, according to the office records, by 6,840 schools, 909 libraries, 376 clubs and 2,815 bookstores, all using publicity material.

The entire executive work of the committee was carried on by Marion Humble, assisted by Marjorie Griesser, and we cannot adequately express our appreciation of their work. The success of the promotion campaign is due solely to their vision and ability.

Mr. Huebsch Announces Lectures

THE bookselling course at the College of the City of New York last spring by Temple Scott will be followed this year by a new course announced for 16 Thursdays, beginning February 19th, to be held by the same college. This course has been outlined by Miss Humble and will be conducted jointly by Mr. Huebsch and Mr. Melcher with the help of many experts, including Mr. Scott, Cedric Crowell. The hour will be 6.45 to 8.25 at Lexington Avenue and 23rd Street.



JOHN MACRAE, RE-ELECTED PRESIDENT OF THE NATIONAL ASSOCIATION OF BOOK PUBLISHERS

Business Meeting

THE roll call, by George P. Brett, Jr., secretary, showed a very heavy majority of the houses represented and before the end of the business session seventy-five were in the room.

President Macrae followed the roll call by a sympathetic reference to the great loss the publishing world had sustained during the year by the death of W. W. Appleton, William Thomson, W. F. Lee, and Adam Wagnalls.

Harry L. Burt read the report of the membership committee showing eight new members and several in prospect.

Major George Haven Putnam reported for the Bureau of Copyright and took the occasion to speak feelingly of the loss to the cause of copyright progress from the death of W. W. Appleton. He summarized the happenings of the past year and praised the careful drafting of the new Solberg Bill now before Congress, pointing out at the same time that it placed all foreign authors, especially English, under very great disadvantage compared to American authors. In the first section of the bill, authors of all created work are assured the right to assign their work territorially; further on, the foreign author is given promise of the same rights as the American; then in section 41 the power to make such territorial assignment of any work (book, music, or what not) is specifically protected as far as *American* authors go, but foreign authors have no such privilege, and, tho such author, composer or artist may assign his American market, that American assignee will be in competition with editions of the same work from continental Europe, England or Canada, all of which can be freely brought in either for use or for sale.

The report of the Executive Secretary, Marion Humble, was received with expressions of appreciation for the notable accomplishments of the year. The full text of this report is given in this issue.

President Macrae in a vigorous presidential address spoke of the past year as one of epoch-making economic progress. He paid high tribute to the founders of the Association, especially to the first presi-

dent, J. W. Hiltman, who had so wisely laid the general plan for Association work. Members, he pointed out, were able to have for their affairs the soundest advice of the most experienced minds in all phases of publishing because of the devoted work of those who gave of their time and energy for the good of all. The Association, he said, could accomplish things that no single house, however, large, could bring about. The Association must use the most modern methods of organization work to forward the growth of the American book-trade. Wider and better distribution thru close cooperation should be the continued program.

Publishers must provide for the prosperity of authors, said Mr. Macrae, and then they will find prosperity for themselves. Bookselling is an older craft than publishing, and the day when a flippant publisher could refer to the bookstore as a cow to be milked have long passed. In closing, he paid tribute to his associates and chairmen of committees and especially to Miss Humble as an executive of fine vision, common sense, of untiring energy and enthusiasm.

J. W. Hiltman as chairman of the Committee on Promotion read a notable report on the campaign work which was enthusiastically received and is printed in full.

S. A. Everitt read for Henry Hoyns the report on the year's activities of the New Outlets Committee which had met continuously thru the year and had an extended record of accomplishments in starting new book accounts.

Arthur Scribner, as chairman of the Ethical Problems Committee, described the situation at Albany where the bill of Justice Ford proposes to make the suppression of books depend on indictments, based on single phrases in the text and proposes also to eliminate at the trial all testimony.

B. W. Huebsch, for the Committee on Bookselling Education emphasized the primary importance of trained intelligence in handling books and expressed the belief that measures to support such training were the most practical work that a Publishers' Association could undertake.

Report of the Executive Secretary

THE Association was fortunate in starting its work of 1924 with a spirit among its fifty-seven members of loyal, unselfish working together in trade problems, of willingness to learn from each other in cooperative work, of realization that only thru centralized Association effort could the utmost benefits of individual members be achieved. This spirit was the fruit of three years' growth under the guidance of the retiring president, Mr. Hiltman, and the executive secretary, Mr. Melcher. Committees under the chairmanship of publishers who are authorities in special fields were reappointed by President Macrae. The confidence of members in the Board of Directors and in these special committees has made possible the expanding usefulness of the Association.

The work during the past year may be analyzed in three definite groups:

- (1) Problems connected with production and legislation.
- (2) Relations with booksellers, librarians, schools and other promoters of reading—these relations necessarily limited to promotion and education.
- (3) General publicity for books, with the aim of building continuously a larger market, especially a market for the future.

The two latter points will be discussed in detail in the reports on Promotion, on New Outlets and on Bookselling Training.

Legislative Problems

The Association service to members in production and legislative problems is con-

stantly growing. In the matter of illegal importation of books in infringement of the Copyright Act, the Association's appeals to the Treasury Department and the immediate response of that Department and of our members have resulted in more

adequate protection by Collectors of the Ports.

In May a special committee, Mr. Hiltman, Mr. Pulsifer, and Mr. Mills, was appointed to investigate the practice among colleges of mimeographing portions of copyrighted books. It was the opinion of all our members that this practice should be stopped because of its illegality. The educational press was notified of our action. In conducting this investigation, it was found that several individuals were engaged in the business of mimeographing and selling for school use a considerable amount of

copyrighted material. It is believed that this dangerous practice was effectively stopped by the action of several of our members.

We have employed special counsel in the work of the Ethical Problems Committee; in protest before the Joint Congressional Committee against the postal rate bill; and, as in former years, in the work of the Copyright Bureau. By unanimous vote of the Board of Directors in December, it was decided to call upon members for a fund of \$2,500 to be used for special counsel fees that may be necessary in 1925. It would appear that the Association should in the near future arrange to retain permanent counsel for consultation as needed.

One matter which had long been of great annoyance to members, which has been straightened out during the year, was



MARION HUMBLE

the question of marking imported books, decided in the favor of importing publishers and in accordance with the Tariff Act, in a test case brought before the Board of General Appraisers by E. P. Dutton and Company in June. Books marked conspicuously with the country of origin were declared correctly marked.

Production Statistics

We have taken up with the Census Bureau the need of more adequate statistics on book production, and hope that in the future the reports required from publishers will be more definitely descriptive of the book business. Separate figures should be available on book production apart from pamphlet publication; textbooks should be distinguished from general trade books. There should be provision for different types of reports from manufacturers of books, and from publishers who do not manufacture.

Purchasing Office Supplies

The Cooperative-Buying Department of the Association in charge of the business secretary, Mr. McGlaughlin, reports that 40 of our members are now purchasing office supplies from firms with which we have made arrangements for discounts ranging from 10% to 20%. More than six and one-half million envelopes, one-quarter million mailing boxes, 1500 electric lamps, and also office furniture and other supplies amounting to \$50,000 worth have been purchased thru this service. This averages a saving of several hundred dollars for each member purchasing supplies thru this department.

Employment Service

Our employment service, especially applicants for positions in publishing houses, often threatens to overwhelm the office. We have supplied 35 members with assistants for various kinds of work, clerical, manufacturing and shipping. 311 women and 223 men seeking positions have been interviewed. 75 men and 75 women have been placed in positions with our members; several have been placed in bookstores.

Special Reports

Special studies, made and reported to members, thru the monthly *Bulletin*, the *Year-Round Bookselling News*, and thru

separate pamphlets included: studies of economical methods of book packing and wrapping, city delivery methods, paper prices, wage scale changes, office buildings for publishers' use. Lists of definite business building value sent to members have been:

- (1) Weekly list of new bookselling outlets.
- (2) Lists of college bookstores.
- (3) State reading circles and officials.
- (4) National and state educational organizations.
- (5) Bookstores using promotion material.
- (6) Lists of magazines, religious, health, educational, general, planning use of our promotion features.
- (7) State councils of religious education.

Several copies of the monthly *Bulletin* are sent to each member, so that those on the staffs of publishing houses may be in touch with the work of the office.

The *Year-Round Bookselling News*, of which 8500 copies are now issued twice a month, has taken a definite place in the trade as a clearing-house of information about book promotion ideas, and concrete sales and publicity suggestions.

Reference Service

More and more the office is used by members, by booksellers and by librarians as a reference bureau. Every week we have such requests as "Please send me a list of editors of women's magazines," "a list of radio stations broadcasting book talks," "a manager for our new children's book department," "please suggest a few speakers on books for our City Club," "please send us suggestions for training clerks," etc.

The correspondence handled by our office in November and December amounted to over 10,000 letters and cards, thru which we were in direct touch with more than 4000 communities.

Conferences Attended

The Association has been represented at several important trade and educational conferences during the year. The Executive Secretary represented the Association at the midwinter meeting of the American Library Association in Chicago last January, with an exhibit of posters which re-

sulted in travel book exhibits in many libraries; she spoke at the Illinois Booksellers' Association Convention in Peoria in May; and was on the program of the meeting of Librarians of Religion and Theology at Saratoga Springs in July with a paper on "Counteracting Religious Illiteracy." At the request of the Subscription Book Publishers' Association, she attended the trade submittal in Washington in May. This was a conference called by the Federal Trade Commission at which the Subscription Book Publishers submitted a statement of unfair trade practices. An exhibit of book promotion aids was taken to the Southeastern Library Association meeting in Asheville, N. C., in October.

At our request Donald Bean of the University of Chicago Press represented the Association at the quadrennial meeting of the Federal Council of Churches in Atlanta where resolutions were adopted urging the churches to assist in encouraging the reading of religious books.

The Business Secretary attended the annual meeting of the National Magazine Publishers Association at Briarcliff Manor; also the meeting of the Merchants Association of Trunk Lines and New England Shippers to protest against freight rate increase.

The Association work is becoming well known abroad. Mr. Melcher spoke on the Association's work at Oxford before the Booksellers' Association of Great Britain, and also in London before the Publishers' Circle. The Canadian Pub-

lishers' Section of the Toronto Board of Trade is planning cooperative effort based on our plan and has sent its secretary to us for consultation. The Australasian booksellers are using our promotion material for distribution in every bookstore in Australia and New Zealand. The English book-trade has used our posters and ideas in the initial steps of a cooperative publicity campaign in England.

Booksellers' Co-operation

The increasing usefulness of the Association to booksellers is shown in the Promotion Report. The American Booksellers' Association and individual booksellers have expressed their appreciation of our achievements in sales promotion.

Your secretary, at the request of the American Booksellers' Association convention committee was in charge of the round tables held each morning, on publicity and advertising, selling children's books, on training clerks, and on college bookstore problems.

It is impossible to express my appreciation of the devotion of officers and committees which have directed this work, of the cheerfulness and hard work of the staff which have carried it on.

Most especially do I wish to express the debt of the Association to the former secretary, Mr. Melcher, the benefit of whose enthusiasm, long experience in the trade, and keen understanding of Association problems has been given to us as generously and whole-heartedly as during his active service.

Will Rogers and Sandburg Entertain the Publishers

THE fifth annual luncheon of the Publishers' Association proved most enthusiastic and enjoyable, and the large dining hall of the Yale Club was filled to capacity. The program of three speakers was so balanced that the audience was in continual applause. President Macrae presided in place of Irvin Cobb, who, according to a telegram read, had been delayed, shooting ducks in the Florida Keys. A letter was read from Henry Holt, dean of New York publishers, who emphasized the steady development of cooperation that

had come about among the American publishers, which he deemed to be a mark of steady progress. Mr. Rothfield, representing Simpkin, Marshall Hamilton Kent & Company, was introduced as a visitor and guest of honor.

The first speaker, Frederick Roy Martin, General Manager of the Associated Press, gave a book purchaser's as well as a journalist's angle on books, saying that he had been a buyer for many years so that now he knew many of the booksellers in New York better than the clerks, but that

he was entirely unknown to the book-trade as he always paid cash. After reading the article in the January 1st *Atlantic*, he was sure that publishing had the troubles of other businesses and a few of its own added to them. It developed from his talk that he was living in fear of an efficiency expert, whom he had carelessly invited to his office and who was now awaiting him, tho he himself was half an hour overdue. He said the expert had caught his ear by pointing out that the office boy was doing cross-word puzzles, and, if they moved the desk three degrees northwest, it would throw it in direct line of vision of the secretary and save his time. Mr. Rogers explained later that it would have been better for the expert to have moved the boy's desk next to the secretary's, then they could have done the puzzles together in half the time. The expert, according to Mr. Martin, had looked into the matter of stationery and supplies of the Associated Press and had estimated a saving that was greater in total than the entire purchases of the Press in that line of merchandise.

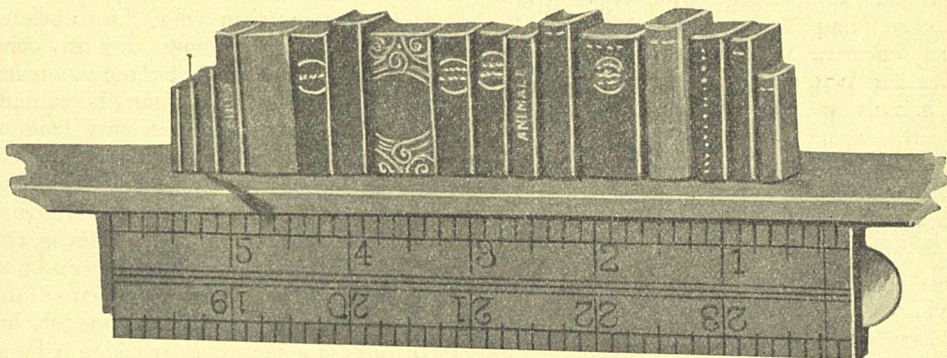
Will Rogers was the same delightful and wise talker that makes him the high favorite year after year at the Ziegfeld Follies, and the audience was in continual mirth for half an hour. He felt, he said, a little out of place among such grand people, altho he was used to mixed audiences, having spoken recently to the corset-makers and now having in his pocket an invitation to speak to the faculty of Princeton University. He said the letter which had invited him to come here bore on it a long list of publishing firms which he supposed meant something to the people present, "but, goodness me," said he, "those names don't mean nothing to me." For income he had now turned to writing ads as a new line of literature, the best paying kind of writing he had struck, and the Bull Durham people said he knew more about their tobacco than they knew themselves. "If that ad business keeps up," he said, "I don't care if I see no publisher again." As to books, he had heard from the presiding officer about authors' royalties but said there was no publisher could skin him of royalties, because he knew just how many copies of his book he had bought. He bought a good many, in fact, just to get the

royalty on them. As for reviews on his book, one had just come in from Springfield, Ill. (which he read), that said that Will Rogers was not funny and never would be funny, and the only funny thing in the book was the pictures, and those were done by someone else. An audience of publishers, he said, looked like any other audience. They might be reg'lar fellers as far as he could see. In fact, he couldn't now believe that publishers ever read all the highbrow books published. He said the complaints that prices in the Follies were prohibitive were perhaps justified, and it was only the bootleggers who took seats in the front row, for they could afford them, but they never had read anything except the stock market reports and it was really a pleasure to talk to a bunch of consumers again. The dignified publisher at his left, he said, had asked him if he had read one of his books, even offering to send him one, but, goodness, he wasn't going to be bothered with reading any books. "Even cross word puzzles don't excite me," he said. "I prefer to wait until tomorrow to be sure I'm right, but, as an epidemic, cross word puzzles are the greatest craze in America since Eskimo pie." Cross word puzzles had done one thing, he said, they taught the American people the difference between horizontal and vertical, but, as far as that went, Long Island time tables had been going for years. He said he could not understand why New Yorkers were always getting together and eating. He said they liked to buy a book like "Main Street" with life at the Kiwanis Club and crossroads but all these gatherings here were just Kiwanis in a taxicab. He said he knew that story about Irvin Cobb was right, because when he tried to get him to write an introduction to his book he was going out duck shooting. "He's always ducking," he said. But his book wasn't a dead loss, for he sold the dramatic and movie rights.

The third person on the program was Carl Sandburg, who gave one of his delightful and inimitable talks on American folklore. He also sang, accompanied by his guitar, cowboy and negro folk-songs that he had picked up over the country. His singing of these songs is one of the consummate delights that can be met with by an American audience.

How Small Can a Book Be?

An Exhibit of Miniature Books at the Newark Public Library



OF the many fields of collecting into which the fascination of books may lead the enthusiast, that of the miniature book is one that has been of continuing interest since books were first made. One of the most notable showings in the field of such collections has just been made in the display cases of the Public Library at Newark, where the collection of Wilbur Macey Stone, booklover and authority on bookplates, has been shown. Over 250 volumes have been on display, ranging in date from a small tablet from the land of Abraham down to twentieth century productions by mechanical photographic plates issued by Bryce at Glasgow. It is surprising to one who comes fresh to this field to see how continuously the production of miniature books has gone forward and how great is the variety of items known to the collector.

The smallest type that has ever been set is the fly's eye type, only 2 points high. The type in which this article is set is 10-point, and one has only to divide by 5 to see the problem facing the compositor in handling anything as small as 2-point. Books with smaller characters have been made, but these have been done by photo-engraved plates that were first set in larger size and then photographed down. This was what was done in the case of the Bible issued by David Bryce. Fly's eye type was to be seen in the "Roche-focault Maxims," issued by Didot in 1827. A

letter of Galileo, set from this type, was also shown, and a 500-page Dante's "Divine Comedy" issued in Milan in 1878.

Among successful recent attempts to market books in the small size, there have been Bryce's "Shakespeare" of 1908, 985 pages and $3\frac{3}{8}$ inches in height; "Tennyson Complete," published in 1900 by Eyre & Spottiswood, 1,035 pages, a book $2\frac{1}{2} \times 2$ inches. The smallest New Testament was that issued by Bryce in 1895. The size of its cover is $\frac{3}{4}$ of an inch $\times$ $\frac{5}{8}$ of an inch. A particularly successful piece of merchandising was the "Koran," printed by Bryce in Arabic in 1900. The books were in great demand among the Moslems during the great war. A market was found for over 500,000 copies.

The famous house of William Pickering paid a good deal of attention to the miniature book. In 1821, it printed the "Iliad" and "Odyssey" from the smallest font of Greek type ever cut. The copies were bound in cloth, one of the earliest uses of cloth for book binding. Pickering used the Diamond type, and in the same series printed a "Horace," "Virgil," "Cicero," "Petrarch" and other classics. Pickering also issued a set of "Shakespeare." The famous house of Didot was always much interested in miniature books, and several examples of their product were shown in this exhibit. The same is true of the great Antwerp house of Plantin.

Rock & Company of London were responsible in the middle of the nineteenth century for a number of interesting examples of miniature books, including their extremely tiny book on "Illustrations to the Holy Land" issued in 1841. About the same period was issued the Bijou almanacs, which had a great vogue but which are now very difficult to find. Almanacs thru both the eighteenth and nineteenth century were a favorite form of miniature book, and one of the most interesting examples was a French "Finger" almanac of 1754, a group of four leaves opening out upward into one large leaf with a monthly calendar. Of related interest to book-making was a tiny set of playing cards $\frac{1}{2}$ inch across.

Many of the books in the Stone collection are notable examples of binding, both embroidered silk and handsomely tooled leather, and often the leather ones are supplied with cases, presumably to prevent their being too easily mislaid. A copy of "Petronius" is not only finely bound, but bears the imprint of royalty, having come from the personal library of Louis XIV.

Several examples of manuscripts were exhibited, including Books of Hours, one in exquisite silver binding, and all wonderful examples of book-making. Still further evidence of the widespread interest in the miniature book was in the Oriental books shown, one item being an Oriental manuscript only $\frac{9}{16}$ of an inch square.

This exhibit was under the auspices of the Carteret Book Club, of which Mr. Stone is a member. A little booklet of description was made available for visitors, copies of which could be obtained from the library and will be valued by those interested in this peculiar corner of collecting interest.

"THE CITY OF RIVERS AND HILLS" is the title of the book of illustrations, written and photographed by Paul Briol, manager of The Bookshelf, Cincinnati, Ohio. It contains some 80 fine photographs of the city and its surrounding country. The pictures are in reality photographic studies which illustrate the picturesque and beautiful aspects of the city and its buildings. The volume bears the imprint of The Bookshelf.

Books for Seamen

THE plan of the American Merchant Marine Library Association is to furnish boxes of books, well assorted as to subject matter, to include technical books on steam engineering, navigation and kindred subjects for men who like to study. Books of travel describing various countries are most popular with those who care to know more of the countries visited. Good fiction, an occasional book of poetry and books of history are all in demand. Publishers are asked to lend a hand in helping to provide books for this purpose—it is possible there are suitable titles in the remainder lists. There are over 2,000 ships, manned by about 200,000 sailors, and it is hoped to have a traveling library of 80 books in a substantial wooden box for at least every ship and three or more for larger vessels with larger crews, which can be exchanged and passed around where most needed. President Coolidge is honorary President of the association, John H. Finley is Chairman and Mrs. Rogers H. Bacon is Vice-Chairman of the New York Committee. Books for seamen can be sent to the National Headquarters, 32 Beaver Street, Room 502, New York City.

Chicago Book Store Continues Lectures

THE series of lectures by well-known literary figures that took place last year in the Chicago Book Store under the direction of Sam Putnam are to be continued in January. The lectures are open to the public and the tickets sell for \$.50. The program of the January Friday evenings is:

January 9, Keith Preston, Columnist of the *Chicago Daily News*, "As You Like It."

January 16, Llewellyn Jones, Literary Editor of the *Chicago Evening Post*, "How to Read Poetry."

January 23, William Nathanson, "Culture Versus Civilization,"

January 30, J. Christian Bay of the John Crerar Library, Author and lecturer, "Beautiful and Rare Imprints of Chicago."

"The Romance of Bookselling"

A VERY pleasant and interesting article under the above heading appeared in the December number of the *Stratford Monthly* written by Frank Shay, who has had a varied experience in New York bookselling and who knows how to write entertainingly of his experiences.

"It is," writes Mr. Shay, "without question the most satisfying business in the world. A bookseller is brought into contact with the best minds of his locality and into active association with the great company of book lovers. A bookseller is so much of a public servant that a real good one might well be picked as the next president of the United States."

With regard to some of the more dramatic and original efforts to increase the sale of books in recent years, Mr. Shay says:

"Booksellers are forever seeking new outlets and new readers for their wares. The foremost of these is the traveling bookshop. The first venture was from Boston. It endured for two seasons; the second from New York, which lasted but a single season, the third also from New York, which pulled thru two summers. The most valid reason for the failure is that the peripatetic bookshop does not stay in one place long enough to become an institution and visits places containing too many transients. The idea is a valid one, and some time—and before very long, let us hope—it will be done right and a big success made of it.

"Another development that awaits the proper man to make it a big success is the theater bookstall. As at present constituted, these stalls handle only books that are listed as best sellers or as provoking discussion, or printed plays. However, the most inveterate reader when on holiday or recreation does not, as a rule, purchase books.

"The latest development in bookselling is the high seas bookshop, as on board the Steamship *Tuscania*. This venture also will remain an exciting adventure until John Smith sells James Brown books enough to make it financially successful."

The "Clean Books" Bill at Albany

THE bill for revising the statute on obscene literature in the Albany Legislature, Senate Bill No. 16, will be heard February 3rd. It was introduced by Senator Love of Brooklyn, as previously noted in the *Publishers' Weekly* and was referred to the Committee on Codes. It is entitled "An Act to Amend the Penal Law in Relation to Prosecutions for the Sale and Circulation of Obscene and Disgusting Literature, Section 1141 of the Penal Code." The changes are additions to Paragraphs 4 and 5 printed below. It will be seen that the principal points to be gained are to make it possible that prosecution can be brought on individual phrases of a book or periodicals instead of on the material as a whole that witnessess will be eliminated, that newspapers shall not be included, also that the words "obscene," etc., shall be construed in their ordinary sense.

The new paragraph 4 reads:

"The words 'obscene,' 'lewd,' 'lascivious,' 'filthy,' 'indecent,' and 'disgusting' as used in this section shall be taken and construed with full force and effect, and each such word shall be taken and construed in its separate meaning and signification. An indictment, information, complaint or other charge may be based upon the whole or exclusively upon any part or parts of any publication, or written or printed matter. Whether the matter set out in the indictment, complaint, information or other charge offend against this section shall be a question of a fact to be decided by the trier or triers of fact and upon such question no opinion or expert testimony shall be received on any hearing, examination or trial under this section. It shall not be a necessary constituent element of the crime charged that the matter on which the prosecution is based have a tendency to excite lustful or lecherous desire.

Paragraph 5. Nothing contained in this section shall be deemed to impose any censorship upon the public press, it being the intent of the provisions of this section to impose only such censorship upon books, magazines and all other publications as the public press voluntarily imposes upon itself.

Book Market Tips



CAPTAIN WREN'S "Beau Geste," which was postponed from January 9 on account of the large number of advance orders received, will be issued January 29. The book is published by Stokes who published his "Wages of Virtue" last year.

A CROSS WORD NOVEL is promised by Huebsch shortly. What's more it is a detective story and should appeal both to the puzzler and the mystery story reader. It is written by a new author, Vincent Fuller, and the important clues in the story are given by unsolved cross word puzzles.

THE THEATRE GUILD of New York is to have two solid seasons of Shaw plays at the Garrick Theatre. The productions will be chosen from "Arms and the Man," "Man and Superman," "Androcles and the Lion," "Mrs. Warren's Profession," "Major Barbara," "Captain Brassbound's Conversion," "The Doctor's Dilemma," "Fanny's First Play" and "You Never Can Tell." In addition there may be revivals of Shaw plays already presented by the Guild, which include "Back to Methuselah," "Saint Joan" and "The Devil's Disciple."

THE WEEK of January 25-30 is National Drama Week, sponsored by the Drama League of America, and Tuesday, January 27, 1925 is Drama Books, Magazine and Library Day. During drama week and especially on Tuesday, the bookseller is asked to recommend books on the drama and printed plays; to suggest to customers that they read a play before they see it; that they devote more publicity to the drama and theater sections of the bookshop; to have talks on the drama in the bookshop; to obtain drama book lists from the publishers; to put upon the shop bulletin board drama articles and current drama notes.

ALTHO FRANZ MOLNAR is well known to the American theatergoer with his two successful plays "Liliom" and "The Swan" none of his novels have been published in English. Bobbs-Merrill is publishing a novel by the Hungarian entitled "Prisoners" on February 12th. It deals with life in gay Budapest.

A NEW OUTBREAK in cross word puzzle interest has come about since the newspapers have begun to offer bigger and bigger prizes in their contests. Two are now going on in New York with groups of prizes totaling \$25,000 in one paper and \$30,000 in another. With a prize at stake, the demand for tools, special dictionaries, books of synonyms, atlases, etc., has been rapidly augmented. Probably no episode in the memory of booksellers has given such an extraordinary opportunity to double, treble and increase to tenfold the sales of dictionaries and synonym books as has this cross word puzzle furore. The country always absorbs several million new home dictionaries a year, but this number will look small when the 1925 totals are added up.

"SCRIBNER'S HANDBOOK OF TRAVEL" has just been issued by *Scribner's Magazine* in a very much enlarged edition. The booklet is divided into two parts. Part I written by Virginia Walton is a mine of useful information for the traveler about costs, tips, clothes, customs, etc. Part II, however, has more interest for the bookseller. It is a very carefully selected list of books on travel compiled by George Sawyer Kellogg, and covers the more important books on the countries of Europe, Egypt, India, China, Japan, the United States, Canada and South America. Mr. Kellogg has lived abroad seven years, and knows well the books he has listed. He has lectured on the history of art in one of our universities. His list is unusually discriminating and stimulating. Booksellers would find it an excellent aid to checking up their travel departments.

Changes in Price

THE PENN PUBLISHING COMPANY

All of our books in paper binding at 35c. have been advanced to 40c. and those at 40c. have been advanced to 50c.

Obituary

MR. HATHAWAY OF APPLETON'S

CHARLES P. HATHAWAY, one of the strong, tho little observed men in the New York publishing field, died in Florida on January 15th at the age of 76. His home was in Orange, N. J. Mr. Hathaway was the head of one of the best known Wall Street commercial paper firms, and in 1900 came on to the board of D. Appleton & Co., at that time of reorganization. He brought to the business new capital and great wisdom and judgment in practical affairs, and since that time has served the growing business as Chairman of the Board of Directors. It was at his suggestion and wish that J. W. Hiltman became vice-president, then president of the company.

Personal Notes

C. F. BENOIT has just taken over the Dodd Mead territory, from Kansas City to the Coast. Mr. Benoit was recently with Reilly & Lee and has had many years in the book-trade.

DONALD BRACE of Harcourt Brace & Co. was hurried to the hospital last week for an operation for appendicitis, but is making rapid progress to recovery and has already left the hospital.

THOMAS H. CLAGETT, one of the most widely known of traveling men, has left the Lippincott organization for which he covered the leading cities.

LEON GELBER sailed on the 17th for two months in Europe, to be spent in the English, German and French book field buying for the business of Gelber, Inc. of San Francisco. The firm has been especially successful in developing the interest in books on art, costume, decoration and fine printing, and Mr. Gelber is watching this field of book production in Europe very carefully.

LINCOLN MACVEAGH announces that E. G. Rich, formerly president of Small Maynard & Co., has joined the Dial Press. Mr. Rich will give his time not only to editorial work but to sales campaigns and trade relations.

Areson Heads Nelson

S. F. ARESON has been elected President of Thomas Nelson & Sons, New York, in succession to William Thomson whose sudden death occurred in Edinburgh in December. Mr. Areson, who was Secretary of the corporation for many years, was born in New York City and his connection with the Nelson house dates from boyhood days when he entered their employ, thirty-five years ago. His election therefore comes as a personal tribute to his long and faithful career.

Business Notes

BUFFALO, N. Y.—A bookstore has been opened by F. Flynn at 111 Lovering Ave.

CHICAGO, ILL.—W. F. Zimmerman, long connected with the book-trade of Chicago, has opened a book department in the Burr-Vack Co. stationery store at 511 S. Wabash Ave.

CHICAGO, ILL.—Harry Burton has opened a bookshop at 58 W. Washington St.

EAST LIVERPOOL, OHIO—The Treasure Chest is new at 203 Little Bldg.

NEW YORK CITY—Stanley C. Nott has just opened a shop at 12 W. 47th St.

PATCHOGUE, L. I., N. Y.—A stock of books has been added by Mrs. E. M. Smith at her shop.

WASHINGTON, D. C.—The book department of S. Kann Sons Co. was flooded on January 10th as a result of a fire in its warehouse and the book stock wiped out. Space has been allotted to Mr. Nye on the first floor pending repairs, and selling has begun again. Beside the loss of stock in the basement salesroom, the entire reserve stock was destroyed. New catalogs are asked for.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Aksákoff, Sergiei Timofeilvich

A Russian schoolboy; tr. by J. D. Duff. 300p. S (World's classics, no. 261) '24 N. Y., Oxford 80 c.

Alexander, William

One hundred ways of canvassing for life insurance. 361p. D (Alexander's educ. ser. no. 5) '24 N. Y., Spectator Co., 135 William St. \$3.50

American Nature Assn.

Forestry almanac. 233p. diagrs. O [c. '24] Phil., Lippincott \$2
Published by Lippincott for the American Nature Association of Washington.

Bankers service guide; how and where to buy; a complete directory and condensed catalog of bank equipment. no p. il. D '24 Chic., Rand, McNally \$1

Beck, Victor Emanuel

Ephemera; poems. 81p. D '24 c. Rock Island, Ill., Augustana Bk. Concern \$1.25

Bentley, Mildred Maddocks

Good Housekeeping's book on the business of housekeeping; a manual of method. 194p. D [c. '24] N. Y., Good Housekeeping, 119 W. 40th St. apply

Bibliographical essays; a tribute to Wilberforce Eames. 459p. (bibl. footnotes) il. O '24 [Providence, R. I., Lawrence C. Wroth, Box 1168] \$15

One hundred copies of this volume, containing thirty-one contributions on subjects of bookish interest, have been printed for public sale.

Black, Alexander

Stacey. 343p. D [c. '25] Indianapolis, Bobbs-Merrill \$2

Ralph Stacey comes to New York to look for the great chance in life.

Blyth, Will

More paper magic. 124p. diagrs. D '24 N. Y., Spon & Chamberlain bds. 80 c.

Boileau, Ethel [Mrs. Raymond Boileau]

Hippy Buchan. 288p. D [n. d.] N. Y., Doran \$2

A second novel by the author of "The Box of Spikenard." It is the tale of a young man's quest for happiness, and what he found just before it was too late.

Bonar, James

Malthus and his work. 444p. (bibl. footnotes) O '24 N. Y., Macmillan \$4.50

Bossert, Helmuth Theodor

Ornament in applied art. 35p. il. (col.) F '24 N. Y., E. Weyhe, 794 Lexington Ave. \$50 bxd.

122 color plates reproducing over 2,000 decorative motives from the arts of Asia, primitive Europe, North, Central and South America and Africa.

Boy Scouts of America

The official handbook for boys; 30th ed. 526p. il. diagrs. D [c. '24] N. Y., Boy Scouts of Amer. pap. 40 c.

The scout swimming and water safety program, introducing the sea-scout reserve plan for organized instruction in every troop, and for camps and hikes. 148p. il. S '24 N. Y., Boy Scouts of Amer. \$2

Boyson, V. F.

The Falkland islands; with notes on the natural history of Rupert Vallentin. 424p. il. O '24 N. Y., Oxford \$5

Allen, William Haskell

Allen's trapping secrets. 50p. front. (por.) D '24 Bost., Kakas Bros. apply

Anderson, Robert P.

The Presbyterian Christian Endeavor manual for 1925. 112p. T '25 c. '24 Phil., Md. of Christian Educ. of the Presbyterian Church pap. 25 c.

Barraclough, Henry, ed.

Presbyterian handbook, 1925; containing facts respecting the creed, history and work of the Presby-

terian Church in the U. S. A. 120p. T [n. d.] Phil., Bd. of Christian Educ. pap. 10 c.; \$6 per 100

Bolte, Henry Edwin

Why the negro should not vote; or, The fraud of the fourteenth amendment. 31p. T '24 Lynchburg, Va., Southern Pub. Co. apply

Book of fishes (The); game fishes, food fishes, shellfish and curious citizens of American ocean shores, lakes and rivers. 243p. il. (pt. col.) O '24 Wash., D. C., Nat'l Geographic Society apply

Braithwaite, William Stanley Beaumont, ed.

Anthology of magazine verse for 1924; and Yearbook of American poetry. various p. O '24 c. '23, '24 Bost., Brimmer bds. \$3
This is the twelfth annual issue of this poetry anthology.

Breckinridge, Sophonisba Preston

Family welfare work in a metropolitan community; selected case records. 955p. (bibl. footnotes) O (Univ. of Chic. social service ser.) [c. '24] Chic., Univ. of Chic. Press \$4.50

The author is associate professor of social economy in the University of Chicago and is the author of several books on social questions.

Brewster, Stanley Farrar

Bankruptcy. 100p. D (Ronograph lib. no. 29) [c. '24] N. Y., Ronald Press \$1.25

Briol, Paul

The city of rivers and hills. no. p. il. obl. D '25 c. '24 Cincinnati, The Book Shelf, 15 Garfield Pl. fab. \$3

Photographic views of Cincinnati, with accompanying text.

Butler, Frank Hedges

Round the world. 269p. il. O [n. d.] N. Y., Stokes \$5

The author is a business man who spends his holidays visiting places which are somewhat off the beaten track of the ordinary traveling Englishman, and herein are the records of his many journeys.

Cady, Francis E., and Dates, Henry B., eds.

Illuminating engineering. 499p. diags. O '24 N. Y., Wiley \$5

Caxton, William, tr.

Ovyde: hys book of methamorphose; lim. ed. 189p. O '24 Bost., Houghton \$20

Newly printed from the manuscript in the Pepysian Library at Magdalene College, Cambridge, England.

Chapin, Lucy Stock

A year of primary programs. 185p. il. diags. O [c. '24] N. Y., Abingdon \$2

Outlines of monthly and special programs for the use of primary superintendents in graded church schools.

Clark, Rose B.

Unit studies in geography. 256p. (10p. bibl.) D '24 c. Yonkers, N. Y., World Bk. \$2

The author is professor of elementary education at Nebraska Wesleyan University.

Clewell, Clarence E.

Laboratory manual—Direct and alternating current; 3rd ed. rev. 122p. diags. O '24 N. Y., Wiley \$1.25

Colman, Edna M.

Seventy-five years of White House gossip: from Washington to Lincoln. 342p. il. O c. Garden City, N. Y., Doubleday \$5

An anecdotal book full of intimate, human things that make living personalities out of historical figures. It tells what the presidents wore, how they and members of their family looked, the domestic problems that worried them, etc.

Cook, Oscar

Borneo: the stealer of hearts. 286p. il. O '24 Bost., Houghton \$5

The author spent eight years in Borneo, mingling with the natives, traveling thru the almost unknown back country, and observing the wonderful scenery and strange life there.

Cordeal, Ernest

Railroad operation. 255p. il. S (Railway-men's handbook ser.) [c. '24] N. Y., Simmons-Boardman \$2

Craik, Mrs. Dinah Maria Mulock [Miss Mulock, pseud.]

The fairy book. 416p. il. O '24 N. Y., Nelson \$2

Crandell, Helen Hopkins

English literature. 458p. il. D (Globe outline ser.) '24 c. '25 N. Y., Globe Bk. Co., 175-5th Ave. \$2

Dahlmann, Pierre

French-Polish and Polish-French pocket dictionary; 5th ed.; 2 v. in 1. 1192p. S '25 Milwaukee, C. N. Caspar \$3.50

De La Sizeranne, Robert

Beatrice d'Este and her court; tr. by Captain N. Fleming. 269p. il. O ['24] N. Y., Brentano's \$3.50

The narratives of four beautiful women, who lived at the Court of Milan during the Italian Renaissance.

Dickinson, Goldsworthy Lowes

The Greek view of life. 273p. D '25 Garden City, N. Y., Doubleday \$1.50

The seventh edition of a well-known book, which serves as a general introduction to Greek literature and thought, primarily for those who do not know Greek.

Doubnow, S. M.

An outline of Jewish history; 3 v., tr. from the Russian. various p. O c. N. Y., Max N. Maisel, 424 Grand St., \$7.50 bxd.

The first volume covers the Biblical epoch; the second, the Maccabæan and Talmudic eras; and the third, the Middle Ages and modern times.

Broach, Howell Hamilton, and Hedges, M. M., comps.

Speech and scrap book for speakers. 321p. Q '24 Minneapolis, Speakers' Service Bureau apply

Burgess, Yorke

Burgess' manual of electricity; 5 v. various p. il. diags. D '24 Chic., Burgess Co. apply

Bush, Aldridge Edward, and Dorman, P. L., eds.

History of the Mosaic temples of America—its founders and officials. 291p. il. D '24 Little Rock, Ark., Central Pr. Co. apply

California. Industrial accident commission

The California fee schedule for physicians and surgeons for services rendered under Workmen's compensation, insurance and safety act. 76p. Q '24 Sacramento, Cal., State Pr. Off. apply

Cowan, Harold E., and Loker, Harold W.

Exercises in bookkeeping and business problems; pt. 1. 196p. O [c. '24] Bost., Ginn pap. apply

Crane, Ellery Bicknell, ed.

History of Worcester County, Mass.; 3 v. 1301p. il. Q '24 N. Y., Lewis Hist. Pub. Co. buck. \$30

Dedrick, Benjamin William

Practical milling. 576p. il. diags. Q '24 Chic., National Miller apply

Denton, Mrs. Clara Janetta Fort

The graduates' gayety book. 143p. S '24 Dayton, O., Paine Pub. Co. apply

Merry dialogues for country schools. 159p. S

Dayton, O., Paine Pub. Co. apply

Dequer, John H.

Health through natural forces; 4th ed. 255p. il. D '24 Los Angeles, Grafton Pub. Co. apply

Dixon, Samuel Houston

The men who made Texas free; the signers of the Texas Declaration of independence—sketches of their lives and patriotic services to the republic and state. 345p. il. O '24 Houston, Tex., Tex. Hist. Pub. Co. apply

Duncan, J. Martin

Animals of the sea. 292p. il. D (Romance of reality ser.) '24 N. Y., Nelson \$2

Dye, Frederick W.

Heating and hot water work. 196p. il. D '24 N. Y., Spon & Chamberlain \$3

Dyson, George

The new music. 152p. O '24 N. Y., Oxford \$2.85

Enckell, Armida, and Saarinen, Hilja

Method for Finlanders to learn English. 240p. D '25 Milwaukee, C. N. Caspar. \$1.50

Evans, Edwin, sr.

Beethoven's nine symphonies fully described and analysed; v. 2, [nos. 6 to 9]. 389p. front. (por.) D '24 N. Y., Scribner \$3.75

Fausset, Hugh l'Anson

John Donne; a study in discord. 318p. il. D [n. d.] N. Y., Harcourt bds. \$3.50
An interpretation of the poet's life in the terms of the clash between the medieval and modern consciousness.

Fraser, Samuel

American fruits; their propagation, cultivation, harvesting and distribution. 903p. il. O '24 c. N. Y., Orange Judd Pub. Co. \$4.75
A text book and guide.

Freeman book, The. 394p. D '24 c. '20-'24 N. Y., Huebsch \$3

Typical editorials, essays, critiques, and other selections from the eight volumes of the *Freeman*, 1920-1924, which ceased publication last spring.

Galsworthy, John

Old English; a play in three acts. 112p. D '25 c. '24 N. Y., Scribner bds. \$1

George Arliss is now appearing in the principal rôle of this play, at the Ritz Theatre in New York. It is a picture of an octogenarian who cherished independence and freedom above all else.

Garesché, Edward Francis

The training of writers. 183p. S '24 N. Y., Macmillan \$1.10

Gasquet, Francis Aidan, cardinal

The mission of St. Augustine and other addresses. 217p. D '24 N. Y., Harcourt \$3

Gaunt, Mary Eliza Bakewell [Mrs. Hubert Lindsay Miller]

The mummy moves. 346p. D [c. '25] N. Y., Clode \$2

A detective story by the author of "The Uncounted Cost."

Gemmill, William Nelson

The Salem witch trials; a chapter of New England history. 243p. front. D '24 c. Chic., McClurg \$2

A short digest of the history of witchcraft, with such of the court records of Salem as are available today.

Gracian, Balthasar

Handbook of worldly wisdom: heroic, discreet and oracular [in Spanish]. 300p. T '25 Milwaukee, C. N. Caspar \$1.50

Graham, K. C.

Handbook of direct currents; for electricians coming in contact with the practical application of direct currents. 164p. il. diags. S (Railwaymen's handbook ser.) [c. '24] N. Y., Simmons-Boardman \$2

Green, Verna C.

In the light of reason. 87p. D [c. '24] [Batavia, O., Commercial Press] \$1.05
A discussion of the religious problems of man.

Gugle, Marie

Modern junior mathematics; bks. 1, 2, 3. various p. diags. D [c. '20, '24] N. Y., Gregg Pub. Co. 80 c.; 90 c.; \$1

Harwood, Henry Hamilton

The wonderful story of gold and silver. 288p. S [n. d.] [Richmond, Va., Lewis Pr. Co.] \$5

"The relation of the modern employment of gold and silver as personal ornaments, as mediums of exchange and as standards of value to ancient sun worship and moon worship; and explaining why the gold standard will remain foolproof for a million years."

Hauptmann, Gerhart Johann Robert

The dramatic works of Gerhart Hauptmann (authorized ed.); tr. by Willa and Edwin Muir; v. 8, Poetic dramas. 480p. D '24 c. N. Y., Huebsch \$2.50

The plays included in this volume are "Indipohdi," "The White Saviour" and "A Winter Ballad."

Hawks, Ellison

Astronomy. 295p. il. D (Romance of reality ser.) '24 N. Y., Nelson \$2

Engineering for boys. 389p. il. D '24 N. Y., Nelson \$2.50

Horton, Douglas

Out into life. 284p. diags. D (Abingdon religious educ. text) [c. '24] N. Y., Abingdon \$1.25

"A handbook for young men facing the choice of a vocation and the adventure of living."

Hughes, Glenn, ed.

University of Washington poems; 1st ser. 117p. D [c. '24] Seattle, Univ. of Washington Press bds. \$1.75

These poems are almost entirely the work of students in the editor's verse-writing course in the University of Washington.

Ibbetson, W. S.

Electric circuits and installation diagrams. 197p. il. O '25 N. Y., Spon & Chamberlain \$3.50

Johnson, Clifton

Reynard the fox; adapted from Goethe's "Reineke fuchs." 165p. il. D [c. '24] Springfield, Mass., M. Bradley \$1.25

Hitchins, Alfred B.

Materia photographica; a dictionary of the chemicals, raw materials, developing agents and dyes used in photography. 96p. D [c. '24] Phil., Frank V. Chambers, 636 Franklin Sq. pap. 50 c.

Hunt, Mrs. Grace Lea

Some old southern letters. 48p. il. O '24 Wilkes-Barre, Pa., Raeder Co. apply

Indiana. State bd. of accounts

Township opinions of the Department of inspection and supervision of public offices; prepared by Lawrence F. Orr. 128p. O '24 Indianapolis, W. B. Burford apply

Lingo, William R.

Outline and reference studies in early world history to 1789 A. D. 52p. Q '24 Phil., McKinley Pub. Co. apply

Kester, Roy Bernard

Depreciation. 112p. diags. D (Ronograph lib. no. 28) [c. '24] N. Y., Ronald Press \$1.25

Larsen, Sofus

The discovery of North America, twenty years before Columbus. various p. il. D '24 Chic., B. Thorsen, 3042 Clifton Ave. \$3

Levine, Louis

The women's garment workers; a history of the International Ladies' Garment Workers' Union. 633p. (13p. bibl.) il. map O '24 c. N. Y., Huebsch \$5

This book tells the story of the half-million workers who make the clothes the American woman wears.

Lister, F.

A French grammar; simple and complete, arranged on new lines with middle index. no p. O [c. '24] Bost., Ginn 80c.

Lodge, Sir Oliver Joseph

Atoms and rays; an introduction to modern views on atomic structure and radiation. 208p. il. diags. O [n. d.] N. Y., Doran \$3

An outline of the latest achievements in physical research.

Lukaszewski, Xavier, and Mosbach, August

German-Polish and Polish-German pocket dictionary; rev. by Ludomil German; two v. in one. 1006p. S '25 Milwaukee, C. N. Caspar \$3

Lyde, Lionel William

The continent of Europe. 471p. maps O (The continents of the world) '24 N. Y., Macmillan \$4

The first edition of this book appeared in 1913. Its author is professor of economic geography in the University of London.

Lyman, Robert Hunt, ed.

The world almanac and book of facts for 1925; 40th year of publication. 912p. O c. '25 N. Y., New York World, Pulitzer Bldg., 53 Park Row pap.. 35c.

M. M.

Memoirs of the Foreign Legion; introd. by D. H. Lawrence. 296p. D c. N. Y., Knopf \$2.50

The author of this document died by his own hand in Malta in 1920; Mr. D. H. Lawrence had first met him the year before and involuntarily became involved in the vicissitudes of the closing months of his life.

McCormack, John W.

Guide to physics. 101p. D (Globe guide ser.) '24 c. '25 N. Y., Globe Bk. Co., 175 5th Ave. 53c.

McGrane, Reginald Charles

The panic of 1837; some financial problems of the Jacksonian era. 267p. (16p. bibl.) D [c. '24] Chic., Univ. of Chic. Press \$2

This discussion centers about the struggle over the United States Bank, involving such men as Andrew Jackson and Martin Van Buren, whose personal papers the author uses as a part of his authentic source material.

Marshall, Bruce

This sorry scheme. 321p. D [c. '25] N. Y., Harcourt \$2
A story of the consequences of an ill-matched marriage.

Masefield, John

Multitude and solitude. 330p. D '25 N. Y., Macmillan \$2
A reissue of one of Masefield's earlier novels.

Matthews, Charles Grant

The Ohio hills [verse]. 78p. D '24 Bost., Stratford \$2

Matthews, Mrs. Pitt Lamar

History stories of Alabama. 330p. il. map D [c. '24] Dallas, Tex., Southern Pub. Co. \$1
A school reader for children.

Maulsby, William Shipman

Getting the news. 310p. D [c. '25] N. Y., Harcourt \$2

Of interest to any one who wishes to know how a modern newspaper gets its news and to the young person contemplating journalism as a profession.

Meisel, Max

A bibliography of American natural history; the pioneer century, 1769-1865, v. I. 244p. O c. Brooklyn, N. Y., Premier Pub. Co., 626 Broadway \$5
[Corrected entry.]

Miller, Charles Montgomery

New business spellers. various p. S '24 Chic., Lyons & Carnahan 60c.

Millis, William A., and Millis, Harriet H.

The teaching of high school subjects. 495 p. (bibs.) D (Century educ. ser.) c. N. Y., Century \$2.25

Mills, Frederick Cecil

Statistical methods applied to economics and business. 620p. diags. O (American business ser.) [c. '24] N. Y., Holt \$3.60

The author is associate professor of business statistics at Columbia University.

Moritz, Carl Philipp

Travels of Carl Philipp Moritz in England in 1782; a reprint of the English translation of 1795, with introd. by P. E. Matheson. 260p. il. S (Oxford miscellany of prose and poetry) '24 N. Y., Oxford \$1.20

Moyer, James A.

Steam turbines; a practical and theoretical treatise for engineers and students; 5th ed., rev. and enl. 524p. il. diags. O '24 N. Y., Wiley \$4

M. C. S.

Sonnets; preface by Upton Sinclair. 39p. S [n. d.] Pasadena, Cal., Upton Sinclair pap. apply

Meyer, Harold D., and Cole, Clara B.

The high school society; or Club life for the high school. 56p. O (Univ. of N. C. extension

bull. v. 4, no. 3) [c. '24] Chapel Hill, N. C., Univ. of N. C. Press pap. apply

Morrison, J. Cayce, and others

Survey of the need for special schools and classes in Westchester County, N. Y. 20p. O (Univ. of State of N. Y. bull. no. 806) '24 Albany, Univ. of State of N. Y. Press pap. apply

Mulford, Clarence Edward

Cottonwood Gulch. 348p. D '25, c. '24, '25
Garden City, N. Y., Doubleday \$2

A story of the old West in a wild, riotous boom town.

Murray, Gilbert

The rise of the Greek epic; being a course of lectures delivered at Harvard University; 3rd ed. rev. and enl. 380p. O '24 N. Y., Oxford \$4.70

Nickerson, Charles Sparrow, D.D.

Christianity which way? 228p. D [c. '25] N. Y., Century \$1.75

An historical study of changes and achievements in the Christian church.

Norris, Henry H., ed.

Electric railway practices in 1923; as revealed in presentations made August 15, 1923, to the Charles A. Coffin Foundation by nearly a score of electric railways. 231p. il. diags. O '24 N. Y., Amer. Electric R'way Ass'n \$2

Norris, Kathleen Thompson [Mrs. Charles Gilman Norris]

Noon; an autobiographical sketch. 86p. D '25 c. '24, '25 Garden City, N. Y., Doubleday \$1.50

Mrs. Norris tells her own story, from the time of her girlhood in San Francisco till her first novel was published.

Nutting, Wallace

Pennsylvania beautiful (Eastern). 302p. il. O (States beautiful ser.) [c. '24] Framingham, Mass., Old America Co. \$4

Illustrated by the author with many examples of landscapes and old houses in all the counties described.

One act plays for stage and study; preface by Augustus Thomas. 490p. D '24 c. N. Y., S. French \$3

Twenty-five contemporary plays by well-known dramatists, American, English and Irish. The volume also contains a list of one-act American, Irish and English plays for reading and performance and a list of references on modern plays and productions.

Paul, Harry Gilbert

Better everyday English. 279p. diags. D '24 Chic., Lyons & Carnahan \$1.60

Pennell, Mary E., and Cusack, Alice M.

The happy children readers, bk. 1; il. by Gertrude A. Kay. 94p. il. (col.) D [c. '25] Bost., Ginn 50c.

The happy children readers, bk. 2; il. by Maud and Miska Petersham. 99p. il. (col.) D [c. '25] Bost., Ginn 50c.

Pettibone, Anita

The bitter country. 318p. D c. Garden City, N. Y., Doubleday \$2

Into the Northwest, comes Ellen Fargo, fresh from school, to teach the Finn immigrants, whom she finds no less hard to conquer than the country in which they have settled.

Pilniak, Boris

Tales of the wilderness; introd. by Prince D. S. Mirsky. 254p. D '25 N. Y., Knopf bds. \$2.50

The old and new Russia are contrasted in these short stories translated by F. O'Dempsey.

Pyle, William Henry

Psychological principles applied to teaching; a manual for teachers. 203p. D '24 c. Balt., Warwick & York \$1.50

Pym, Dora

Readings from the literature of ancient Greece; in English translations. 341p. il. map D '24 N. Y., Harcourt \$2

A companion volume to the author's "Readings from the Literature of Ancient Rome."

Quayle, Bp. William Alfred

Out-of-doors with Jesus. 223p. D [c. '24] N. Y., Abingdon \$1.50

A study of Jesus' contacts with nature.

Reed, Charles Bert

Four Way Lodge; il. by Earl H. Reed. 238p. il. O '24 c. Chic., Pascal Covici bds. \$4

"Stories of fishing and trapping, tales and legends of Indians, ghosts and ships, strange waters and mysterious islands; the magic of the north shore of Lake Superior."

Remizov, Aleksei

The clock; tr. by John Cournos. 222p. D '24 N. Y., Knopf bds. \$2.50

There are also three shorter sketches in this volume by a modern Russian writer: "A White Heart," "The Betrothed" and "Easter."

Roark, Leroy E.

Industrial Peoria. 66p. D '24 c. Peoria, Ill., J. W. Franks & Sons fab. 75 c.; 40 c.

Ryder, Ambrose

Automobile insurance; a description of the various forms of coverage, underwriting methods and selling plans. 240p. D '24 Chic., Spectator Co. \$3.75

Saintsbury, George Edward Bateman

A last scrap book. 357p. S '24 N. Y., Macmillan \$3

A delightful volume of "scraps" by the dean of English literary critics.

Norway; foreign trade. 60p. il. map diags. O [n. d.] Wash., D. C., Norwegian Legation pap. gratis

Partisan politics; by an independent. 74p. O '24 c. Concord, N. H., Rumford Press pap. apply

Putnam, Henry Van de Vere

Oscillations and resonance in systems of parallel connected synchronous machines. 52p. il. diags. O '24 Phil., Lippincott apply

Remick, James W.

Common honesty; a nation's greatest asset. 24p. O '24 c. Concord, N. H., Rumford Press pap. apply

Visions and dreams. 53p. O '24 c. Concord, N. H., Rumford Press pap. apply

Report on the progress and condition of the U. S. National Museum for the year ended June 30, 1924. 214p. front. O '24 Wash., D. C., Gov't Pr. Off.; Supt. of Doc. 65 c.

Schiller, Ferdinand Canning Scott

Tantalus; or The future of man. 72p. S (To-day and to-morrow ser.) [c. '24] N. Y., Dutton \$1

An essay, which, the author states, generally corroborates the conclusions as to the future of man set forth in two previous volumes of the same series. "Daedalus" and "Icarus."

Scott-Moncrieff, W. W.

John Francis Bentley. 27p. il. O (Masters of architecture) '24 N. Y., Scribner bds. \$2.50

Shakespeare, William

The tragedy of Cymbeline; ed. by Samuel B. Hemingway; lib. ed. 166p. (bibl.) il. S (The Yale Shakespeare) '24 New Haven, Conn., Yale \$1.50

Two gentlemen of Verona; ed. by Karl Young; lib. ed. 109p. (bibl.) S (The Yale Shakespeare) '24 New Haven, Conn., Yale \$1.50

Sheridan, Mrs. Frances

The discovery; a comedy in five acts; adapted for the modern stage by Aldous Huxley. 121p. D [n. d.] N. Y., Doran bds. \$2

David Garrick acted the principal rôle in this play, when it was first produced at the Theatre Royal, Drury Lane, in 1763.

Smith, David Eugene, and Reeve, William David

Essentials of algebra; complete course. 567p. diags. D (Wentworth-Smith math. ser.) [c. '24] Bost., Ginn \$1.56

Spillman, William Jasper and Lang, Emil

The law of diminishing returns. 189p. (bibl. footnotes) D (New-world agriculture ser.) '24 c. Yonkers, N. Y., World Bk. \$2

Part one is "The Law of the Diminishing Increment"; part two, "The Law of the Soil."

Squire, John Collings [Solomon Eagle, pseud.]

The Grub Street nights entertainments. 264p. D [c. '24] N. Y., Doran \$2.50

Nine short stories, most of which appeared in *The London Mercury*.

Sydnor, T. L., D.D.S., ed.

Living epistles; the old guard in the present happy meetings. 269p. il. D '24 c. Danville, Va., Editor \$1.50

Sketches of the lives of the surviving members of the 1873 session of the Virginia Baptist General Association.

Simons, Evelyn

Washington and Lincoln celebrations. 158p. diags. S '24 Dayton, O., Paine Pub. Co. apply

Taylor, T. U.

Silting of the lake at Austin, Texas. 23p. il. diags. O (Univ. of Texas bull. no. 2439) '24 Austin, Univ. of Texas pap. apply

Torbett, J. W., M.D.

Joytown jingles; rhymes wise and otherwise from the joytown of my soul. 90p. il. D [c. '24] Marlin, Tex., [Author] pap. apply

Thomas, Edward, comp.

The flowers I love; il. in colour by Katherine Cameron. no p. Q '24 N. Y., Nelson bds. \$4

Thompson, Charles Manfred

Elementary economics, with special reference to social and business conditions in the United States; rev. ed. 478p. (bibls.) il. diags. D '24 Chic., Sanborn \$1.76

Vanderpoel, Mrs. Emily Noyes

American lace and lacemakers; ed. by Elizabeth C. Barney Buel. various p. il. (col. front.) Q '24 New Haven, Conn., Yale \$15

A book of 110 full page plates with descriptions.

Van Slyke, Lucille Baldwin [Mrs. George Martin Van Slyke]

Nora pays. 309p. D c. N. Y., Stokes \$2
Nora becomes the merchant princess of a Fifth Avenue shop, but she pays for her success.

Visscher, Charles de

The stabilization of Europe. 190p. D (The Harris lectures) '24 Chic., Univ. of Chic. Press \$2

Voltaire, François Marie Arout de

Mérope; tragedie; ed. with introd. by Thomas Edward Oliver. 189p. (10p. bibl.) front. D (Century modern language ser.) c. N. Y., Century \$1.10

Whipple, Thomas Hearne Bailey

Principles of business writing. 182p. (2p. bibl.) front. O '24 East Pittsburgh, Pa., Westinghouse Tech. Night School Press \$2

White, W. Dustin

The book of winter sports. 319p. il. diags. D c. Bost., Houghton \$2.75

Chapters on snowshoeing, hockey, winter-camping, ice-fishing, hunting and many other winter diversions such as maple-sugar making and winter carnivals.

Williams, Valentine [Douglas Valentine, Vedette, pseud.]

The red mass. 326p. D c. Bost., Houghton \$2

An exciting novel of the lurid days of the French Revolution.

Williamson, Alice Muriel Livingston [Mrs. Charles Norris Williamson]

Secret gold. 290p. D c. Garden City, N. Y., Doubleday \$2

A story of adventure and the search for hidden treasure in the desert region of the southwest, which ends with the romance of the beautiful Santa Raines and Dick Mannering.

Wagener, Mrs. Edna Hannibal, and Thomson, Margaret D.

Experimental amoebiasis in cats from acute and chronic human cases. various p. (1p. bibl.) Q (Univ. of Cal. pub'ns in zoology, v. 26, no. 15) '24 Berkeley, Cal., Univ. of Cal. Press apply

Welch, Arnon Wallace

Problems and questions in commercial law. 192p. Q '24 c. N. Y., Gregg Pub. Co. pap. 80 c.

Teacher's manual; answers to problems and questions in commercial law. 112p. S c. '24 N. Y., Gregg Pub. Co. pap. apply

Wilson, Woodrow

The messages and papers of Woodrow Wilson; with editorial notes and introd. by Albert Shaw; 2 v. 1290p. D [c. '17-'24] N. Y., Doran \$3

A collection of documents relating to Wilson's presidential career, with an analytical index.

Woodson, Eugene Robert, ed.

Railway accounting procedure; 1924 ed. 529p. O [n. d.] Wash., D. C., R'way Acc'ting Officers Ass'n, 1116 Woodward Bldg. \$3

Wright, Horace J., and Wright, Walter P.
Beautiful flowers and how to grow them. 402p. il. Q '24 N. Y., Nelson \$5

Wright, Mabel Osgood [Mrs. James Osborne Wright]

The dream fox story book; il. by Oliver Herford. 251p. D '25 c. '00 N. Y., Macmillan \$1.50

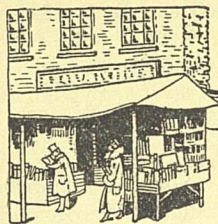
Wabeno the magician. 357p. il. D '25, c. '89 N. Y., Macmillan \$1.50

Title Index to the "Weekly Record"

Does not include the material listed in smaller type

- Algebra, Essentials of. Smith, D. E. \$1.56
Ginn
- American fruits. Fraser, S. \$4.75
Orange Judd Pub. Co.
- American lace and lacemakers. Vanderpoel, E. N. \$15
Yale
- Animals of the sea. Duncan, J. M. \$2
Nelson
- Anthology of magazine verse for 1924. Braithwaite, W. \$2
Brimmer
- Astronomy. Hawks, E. \$2
Nelson
- Automobile insurance. Ryder, A. \$3.75
Spectator Co.
- Bankruptcy. Brewster, S. F. \$1.25
Ronald Press
- Beautiful flowers and how to grow them. Wright, H. J. \$5
Nelson
- Beethoven's nine symphonies. Evans, E. \$3.75
Scribner
- Bentley (John Francis) Scott-Moncrieff, W. \$2.50
Scribner
- Better everyday English. Paul, H. G. \$1.60
Lyons & Carnahan
- Bibliographical essays. \$15. Lawrence, C.
Wroth
- Bibliography of American natural history, A. Meisel, M. \$5
Premier Pub. Co.
- Bitter country, The. Pettibone, A. \$2
Doubleday
- Book of winter sports, The. White, W. D. \$2.75
Houghton
- Business writing, Principles of. Whipple, T. \$2
Westinghouse Tech. Night School Press
- Christianity which way? Nickerson, C. S. \$1.75
Century
- City of rivers and hills, The. Briol, P. \$3
The Book Shelf
- Continent of Europe, The. Lyde, L. W. \$4
Macmillan
- Cottonwood Gulch. Mulford, C. E. \$2
Doubleday
- Depreciation. Kester, R. B. \$1.25
Ronald Press
- Direct currents, Handbook of. Graham, K. C. \$2
Simmons-Boardman
- Discovery, The. Sheridan, F. \$2
Doran
- Discovery of North America, twenty years before Columbus, The. Larsen, S. \$3
B. Thorsen
- Donne (John). Fausset, H. \$3.50
Harcourt
- Dream fox story book, The. Wright, M. O. \$1.50
Macmillan
- Economics, Elementary. Thompson, C. M. \$1.76
Sanborn
- Electric circuits and installation diagrams. Ibbetson, W. S. \$3.50
Spon & Chamberlain
- Electric railway practices in 1923. Norris, H. \$2
Amer. Electric R'wy Assn.
- Engineering for boys. Hawks, E. \$2.50
Nelson
- English literature. Crandell, H. H. \$2
Globe Bk. Co.
- Ephemera. Beck, V. E. \$1.25
Augustana Bk. Concern
- Fairy book, The. Craik, D. \$2
Nelson
- Falkland islands, The. Boyson, V. F. \$5
Oxford
- Family welfare work in a metropolitan community. Breckinridge, S. P. \$4.50
Univ. of Chic. Press
- Flowers I love, The. Thomas, E. \$4
Nelson
- Forestry almanac. American Nature Assn. \$2
Lippincott
- Four Way Lodge. Reed, C. B. \$4
Pascal Covici
- Freeman book, The. \$3
Huebsch
- French grammar, A. Lister, E. 80c. \$2
Ginn
- French-Polish and Polish-French pocket dictionary. Dahlmann, P. \$3.50
C. N. Caspar
- Geography, Unit studies in. Clark, R. B. \$2
World Bk.
- German-Polish and Polish-German pocket dictionary. Lukaszewski, X. \$3
C. N. Caspar
- Getting the news. Maulsby, W. S. \$2
Harcourt
- Good Housekeeping's book on the business of housekeeping. Bentley, M. M.
apply. Good Housekeeping
- Greek view of life, The. Dickinson, G. L. \$1.50
Doubleday
- Grub Street nights entertainments, The. Squire, J. C. \$2.50
Doran
- Handbook of worldly wisdom. Gracian, B. \$1.50
C. N. Caspar
- Happy children readers, The. bk. 1. Pennell, M. E. 50c.
Ginn

- Happy children readers, The. bk. 2. Pennell, M. E. 50c. *Ginn*
- Hauptmann (Gerhart), The dramatic works of. Hauptmann, G. \$2.50 *Huebsch*
- Heating and hot water work. Dye, F. W. \$3 *Spon & Chamberlain*
- Hippy Buchan. Boileau, E. \$2 *Doran*
- History stories of Alabama. Matthews, Mrs. P. L. \$1 *Southern Pub. Co.*
- Illuminating engineering. Cady, F. E. \$5 *Wiley*
- In the light of reason. Green, V. C. \$1.05 *Commercial Press*
- Industrial Peoria. Roark, L. E. 75c.; 40c. *J. W. Franks & Sons*
- Jewish history, An outline of. Doubnow, S. M. \$7.50 *Max N. Maisel*
- Laboratory manual—Direct and alternating current. Clewell, C. E. \$1.25 *Wiley*
- Last scrap book, A. Saintsbury, G. \$3 *Macmillan*
- Law of diminishing returns, The. Spillman, W. J. \$2 *World Bk.*
- Living epistles. \$1.50 Sydnor, T. L. *Macmillan*
- Malthus and his work. Bonar, J. \$4.50 *Macmillan*
- Memoirs of the Foreign Legion. M. M. \$2.50 *Knopf*
- Méropé. Voltaire, F. \$1.10 *Century*
- Method for Finlanders to learn English. Enckell, A. \$1.50 *C. N. Caspar*
- Mission of St. Augustine, The. Gasquet, F. A. \$3 *Harcourt*
- Modern junior mathematics; bks. 1, 2, 3. Guggle, M. 80c.; 90c.; \$1 *Gregg Pub. Co.*
- More paper magic. Blyth, W. 80c. *Spon & Chamberlain*
- Multitude and solitude. Masefield, J. \$2 *Macmillan*
- Mummy moves, The. Gaunt, M. \$2 *Clode*
- New business speller. Miller, C. M. 60c. *Lyons & Carnahan*
- New music, The. Dyson, G. \$2.85 *Oxford*
- Noon. Norris, K. T. \$1.50 *Doubleday*
- Nora pays. Van Slyke, L. B. \$2 *Stokes*
- Official handbook for boys, The. 40c. *Boy Scouts of America*
- Ohio hills, The. Matthews, C. G. \$2 *Stratford*
- One act plays for stage and study. \$3 *S. French*
- One hundred ways of canvassing for life insurance. Alexander, W. \$3.50 *Spectator Co.*
- Out into life. Horton, D. \$1.25 *Abingdon*
- Out-of-doors with Jesus. Quayle, W. A. \$1.50 *Abingdon*
- Ovyde: hys books of methamorphose. Caxton, W. \$20 *Houghton*
- Panic of 1837, The. McGrane, R. C. \$2 *Univ. of Chic. Press*
- Pennsylvania beautiful. Nutting, W. \$4 *Old America Co.*
- Physics, Guide to. McCormack, J. W. 53c. *Globe Bk. Co.*
- Railroad operation. Cordeal, E. \$2 *Simmons-Boardman*
- Railway accounting procedure. Woodson, E. R. \$3 *R'way Acc'ting Officers Ass'n*
- Readings from the literature of ancient Greece. Pym, D. \$2 *Harcourt*
- Red mass, The. Williams, V. \$2 *Houghton*
- Reynard the fox. Johnson, C. \$1.25 *M. Bradley*
- Rise of the Greek epic, The. Murray, G. \$4.70 *Oxford*
- Round the world. Butler, F. H. \$5 *Stokes*
- Russian schoolboy, A. Aksakoff, S. T. 80c. *Oxford*
- Salem witch trails, The. Gemmill, W. N. \$2 *McChurg*
- Scout swimming and water safety program, The. \$2 *Boy Scouts of America*
- Secret gold. Williamson, A. \$2 *Doubleday*
- Seventy-five years of White House gossip. Colman, E. M. \$5 *Doubleday*
- Stabilization of Europe, The. Visscher, C. de. \$2 *Univ. of Chic. Press*
- Stacey. Black, A. \$2 *Bobbs-Merrill*
- Statistical methods applied to economics and business. Mills, F. C. \$3.60 *Holt*
- Tantalus. Schiller, F. \$1 *Dutton*
- Teaching of high school subjects, The. Millis, W. A. \$2.25 *Century*
- This sorry scheme. Marshall, B. \$2 *Harcourt*
- Tragedy of Cymbeline, The. Shakespeare, W. \$1.50 *Yale*
- Training of writers, The. Gareschem, E. F. \$1.10 *Macmillan*
- Travels of Carl Philipp Moritz in England in 1782. Moritz, C. P. \$1.20 *Oxford*
- Two gentlemen of Verona. Shakespeare, W. \$1.50 *Yale*
- University of Washington poems. Hughes, G. \$1.75 *Univ. of Washington Press*
- Wabeno the magician. Wright, M. O. \$1.50 *Macmillan*
- Wilson (Woodrow), The messages and papers of. Wilson, W. \$3 *Doran*
- Women's garment workers, The. Levine, L. \$5 *Huebsch*
- Wonderful story of gold and silver, The. Harwood, H. H. \$5 *Lewis Pr. Co.*
- World almanac, The. Lyman, R. H. 35c. *New York World*
- Year of primary programs, A. Chapin, L. S. \$2 *Abingdon*



Old and Rare Books

Edited by Frederick M. Hopkins



A FULL set of the publications of the Grolier Club are seldom offered or sold *en bloc*. In the current catalog of Charles Scribner's Sons a set, including over 70 items, is listed for \$2,700.

THE Carnegie Foundation has agreed to put in the hands of the Bibliographical Society of America the sum of \$7,000 to assist in carrying on bibliographical work, the first task to be undertaken being the completion of Sabin's "Dictionary of Books Relating to America."

THE January issue of *The Biblio* records in its monthly compilation of bookseller's desiderata in American trade publications, shows that Edgar Saltus leads the list of American and English authors whose first editions are in demand in this country. Roosevelt comes next, followed by Cabell, Buchan, Huneker, Hergesheimer, Mencken, Dickens, LeGallienne, and Wilde.

SELECTIONS from the library of Harry Bishop of Louisville, Ky., miniature books from the collection of Wilbur Macey Stone of this city, with additions from several private libraries, will be sold at the Anderson Galleries January 26 and 27. This sale includes many first editions of modern authors and miscellaneous books of interest.

AUTOGRAPHS from the collections of the late Edwin Barrows of Providence, R. I., and the late Benson J. Lossing, the historian, final portions of both collections, comprising letters from colonial and later governors, presidents of the United States, statesmen, authors, royalty, will be sold at the Anderson Galleries January 28.

THE Broad of Trade of Myrtle Avenue, Brooklyn, recently took steps to honor the memory of Walt Whitman who lived for many years in Myrtle Avenue section and wrote several of his most famous poems in a house on Adams Street, later at 71 Prince Street, and at 106 Myrtle Avenue, at the corner of Bridge Street. It is the intention of the committee to erect appropriate tablets and also to maintain somewhere within the district a permanent Walt Whitman room devoted to a collection of Whitmaniana.

AMERICANA, printed and in manuscript, including a selection from the collection of Walter Dormitzer of this city together with the American portion of the library of K. D. Ellsworth, with additions, will be sold at the American Art Galleries January 30. These selections comprise early works by the Mathers, John Cotton, John Eliot, state constitutions, tracts, broadsides, a notable collection of autographs of participants in the War of 1812, colonial governors, members of the Continental Congress, presidents, etc. The catalog is illustrated with many facsimiles.

THE Edgar Allan Poe Society has just held annual memorial exercises in honor of Poe at the Metropolitan Museum of Art. The program included the reading of "Our Israefel," a tribute to Poe by Edwin Markham and addresses by John Erskine of Columbia University, John Drew, Dr. de la Jarrie, president of the French Institute; Dr. Vladamir Greaves, Professor Frederika de Onis of the University of Barcelona, Phillippe Perier of the French Consulate and Dr. Thomas O. Mabbott. Mrs. Alberta Gallatin Childe, president of the Poe Society read Dr. Liebfreed's poem to Poe.

NINE portraits of Washington belonging to the Charles A. Munn collection and a sheet of drawings by Michaelangelo for the figure of the "Libyan Sibyl" on the ceiling of the Sistine Chapel, are among the new accessions to be on view at the Metropolitan Museum. The first of the Washington portraits was one by Trumbull apparently done from memory as Trumbull was a British prisoner in London in reprisal for the execution of André, in 1780, the date of the portrait. It is full length showing Washington in uniform in a landscape. The next was by Charles Willson Peale, to whom Washington sat three times during the sessions of the Constitutional Convention in Philadelphia. A third is one of several copies by Wertmuller of his portrait of Washington. Another is one of Rembrandt Peale's seventy-nine portraits of Washington. Others are a pastel by John Sharpless and a miniature by Robert Field.

AN interesting collection of memorabilia of the presidents of the United States, gathered by Henry Goldsmith of this city, will be sold at the American Art Galleries January 29. The collection contains autograph letters of every president from Washington to Coolidge, and in nearly every case they are written from the White House during the term of office. There are also inscribed books from the libraries of seventeen presidents, including Washington, Lincoln, Cleveland, Roosevelt and Wilson. There is also a fine series of first editions of Ambrose Bierce and Stephen Crane, with an important manuscript of the latter and important autograph letters of both. The catalog has many interesting notes and is illustrated with numerous facsimiles. There is no doubt that similar collections will be more often made in years to come and this catalog is worth preserving for those interested in this line.

THE *Bookman's Journal* raises a very interesting question, "What is an Original Manuscript?" and answers the query in its current issue. Its point of view is, we believe, correct. It says: "Questions of first or second or later issues of first

editions are always with us; but, with typewriters clicking out several copies of the same work in every author's study, has not the time come to lay down what shall constitute an "original manuscript?" Of course any manuscript written or corrected in the hand of its author is original in one sense, but we mean original in the sense of the "first." The problem was with us before the age of typewriters. There is usually more than one manuscript of any literary work; a first draft, a second draft, perhaps more drafts, and then the final manuscript—if any manuscript be ever final! If the first separate-printed form is the one given to the public, why should it not be understood that the manuscript from which the first printed version was printed is the "original manuscript"? The recent sale in America of the manuscript of Stevenson's poem "Requiem," with the words as first printed, may point a moral; an earlier and inferior manuscript version was printed only a few years ago. There can be no doubt here which one should be called the original manuscript."

Auction Calendar

Monday and Tuesday afternoons, January 26th and 27th, at 2:30. Selections from the library of Harry Bishop, Louisville, Ky., with additions from several private libraries. (Items 540.) The Anderson Galleries, 489 Park Ave., New York City.

Wednesday afternoon, January 28th, at 2:30. Autographs from the collections of the late Edwin Barrows, Providence, R. I., and the late Benson J. Lossing, Dover Plains, N. Y. (Items 253.) The Anderson Galleries, 489 Park Ave., New York City.

Wednesday afternoon, January 28th, at 2:30. Important autograph letters and historical documents. (No. 1368; Items 380.) Stan. V. Henkels & Son, 1304 Walnut St., Philadelphia, Pa.

Catalogs Received

Americana, general literature, etc. Wright Howes, 1142 South Michigan Ave., Chicago, Ill.

Books and pamphlets relating to bookplates. (No. 955; Items 305.) C. F. Libbie & Co., 3 Hamilton Place, Boston, Mass.

History, travel and economics. The Arthur H. Clark Co., Cleveland, O.

Miscellaneous books. (No. 64; Items 997.) L. Pingpank, 2415 College Ave., Indianapolis, Ind.

Old Books. (No. 14.) Old Book Shop, Fergus Falls, Minn.

Second-hand books, including early Bibles, first editions of modern authors, early printed books, etc. (No. 364; Items 4673.) Thomas Thorp, 109 High St., Guildford, England.

Issued Every Saturday

The Publishers' Weekly

62 West 45th St., New York

R. R. BOWKER CO., PUBLISHERS

DIRECTORS

R. R. BOWKER - President and Treasurer
 FREDERIC G. MELCHER - Vice-President
 JOHN A. HOLDEN - Secretary-Business Manager
 ALBERT R. CRONE - Assistant Treasurer-Promotion
 MARIAN LEYPOLDT OSBORNE

Subscription Terms: In Zones 1-5, \$5; in Zones 6-8, and Canada, \$5.50. Foreign, \$6. Single copies, 15 cents. Educational Number, bound in cloth, \$1.00. Christmas Bookshelf, 25 cents.

English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, London, W. C.

ADVERTISING

Front Section (full pages only)\$75.00
 One page\$60.00 Half page 35.00
 Quarter page 20.00 Eighth page 10.00
 The above rates are unspecified positions.
 Higher rates for Summer Reading, Educational
 Number and Christmas Bookshelf.

The Weekly Book Exchange

Books Wanted and For Sale

Under Books Wanted (for the trade only) subscribers are charged 15c a line (no charge for address); all other classified ads, 20c for each line. Classified ads. set in box or double leaded, 40c a line. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

William Abbatt, Tarrytown, N. Y.

History of Banking, John Jay Knox.
 Early Am. Dickens Items.

The Acorn, Portsmouth, N. H.

Cleek, the Man of Forty Faces.

J. N. Adam & Co., Bk. Dept., Buffalo, N. Y.

Knight, Edward F., Cruise of the Alert, pub. by Longmans, Green.

Aladdin Bk. & Brass Shop, 205 Trumbull St., Hartford, Conn.

Review Copies Latest Fiction.

The Alcove, 1440 Mass. Ave., Cambridge, Mass.

William Roscoe Thayer's Italia.

Alcove Bk. Shop, 936 Broadway, San Diego, Cal.
 Casanova's Memoirs, 12 vols., in English.

Aldine Book Shop, 1803 Sansom St., Philadelphia

Old Time Ships of Salem, new copy.

At Sign of Riene Pedauque, ill. by Pape, new copy.
 Downland Echoes, Whitechurch, new copy.

America-South-of-Us, 44 W. 47th St., New York

Always in the market for books, pamphlets, maps, prints relating to South and Central America, Mexico and the West Indies.

Amer. Bap. Pub. Soc., 1107 McGee Kansas City, Mo.

Pacific Reporter, good condition.

Amer. Bap. Pub. Soc., 223 Church St., Toronto, Ont.

The Awakening of Asia, H. M. Hyndman.

American Library Service, 500 5th Ave., New York

Smith, Four-Footed Friends, 50 copies.

Comstock, Dickens' Dramatic Reader, 19 copies.

Long, Wood Folk at School, 2 copies.

Send for our Books Wanted Bulletin No. 41, just out.

Anderson, A. J., A. B. C. of Artistic Photography.

Farrington, French Secondary Schools.

Moore, Economic Cycles.

Hamblen, On Many Seas.

American Library Service—Continued

Page, Southerner.

Rackham, Undine.

Dealers send catalogs.

Balzac, Girl of the Golden Eyes.

Brown, Wieland.

Cooke, Surrey of Eagle's Nest; Hilt to Hilt, Mohun.

Carpenter, Int. to Study of Foraminifera.

Dimock, Book of the Tarpon.

Lindsey, The Beast.

Mors et Victoria.

W. H. Andre, 607 Kittredge Bldg., Denver, Col.

Cambridge Edition of Britannica.

New International Cyclopaedia, latest edition.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.

Fritz Endell, Old Tavern Signs.

Arkansas Bk. Exch., 105 Main St., Little Rock., Ark.

Starbuck, Essentials of Religion.

McCarthy, History of the Four Georges, Harper.

Schouler, Thomas Jefferson, Dodd, Mead.

Taine, Ancient Regime, in English, good ed.

McLean, Highlanders in America, Helman, Taylor.

Ogg, Opening of the Mississippi, Macmillan.

Tarbell, Tariff in Our Times, Macmillan.

Channing, Story of the Great Lakes, Macmillan.

Fite, Social and Industrial Conditions in the North

During Civil War Times.

Weeden, Economic Social History New England, 2 vols.

Inman, Great Salt Lake Trail, Crane Co.

Hasmer, The Louisiana Purchase, Appleton.

Jackson, H. H., Century of Dishonor, Little.

Wells, Outline History, 1-vol. ed.

Arkansas Authors, Anything by or on.

A. S. Arnold, Metuchen, N. J.

Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Theodore Arnold, 333 Dolphin St., Baltimore, Md.

Delaware and the Eastern Shore.

Wilstack, Potomac Landings.

Smith, Wealth of Nations.

Spirit of the Law.

Maryland Books.

Baileys Book Store, Syracuse, N. Y.

Cherry Ribband, S. R. Crockett.

The White Hoods, Anna E. Bray.

BOOKS WANTED—Continued

Bailey's Book Store—Continued

Cardinal Pole; Ovingdean Grangeby, William H. Ainsworth.

Mistress Margery, Emily S. Holt.

Joyce Marvellus, Harvest Holt.

Servants of Sin; The Intriguers Way; The Sword of Gideon; Knighthood's Flower; Traitor and True; A Woman from the Sea; The Last of Her Race; The Kings Mignon; Within Four Walls; A Fair Martyr, John E. Bloundelle Burton.

The Oriflammie in Egypt, C. H. Butcher.

Minstrel Dick; Max, Fitz, and Hob, Rose C. Coleridge.

Across the Spanish Main, Harry Collinwood.

For God and Gold, Julian S. Corbett.

The Andreds Weald, A. D. Crake.

One Fair Enemy, William C. L. Daive.

The Fall of the Grand Saveasin, William J. Ferrar.

William M. Bains, 1213 Market St., Philadelphia

Appleton's Cyclopedia of American Biography, v. 9.

Baker & Taylor Co., 354 4th Ave., New York

Prescott, Conquest of Peru, set.

Set of Charles Brockton Brown's Works or 1 copy each of Wieland and Edgar Huntley by same.

Wm. Ballantyne & Sons, 1409 F St., N.W., Wash., D.C.

Stanton, The Essential Life, Scribner, several cops.

Lewis, Peggy O'Neal.

World Almanac, 1924, cloth.

Bapt. Stand. Pub. Co., 204 Browder St., Dallas, Tex.

Was Jesus Born in Bethlehem?, Wm. M. Ramsey.

Beacon Book Shop, 43 E. 45th St., New York

Royce, Herbert Spencer.

MacIvor, The Mechanic.

Chapman, William Lloyd Garrison.

F. M. Behymer, 1204 Olive St., St. Louis, Mo.

Runkle, The Helmet of Navarre.

Gordon Lodge, novel, author unknown.

The Espy family in America.

C. P. Bensinger Cable Code Book Co., 19 Whitehall

St., New York

Schofield's General Telegraph A B C 5th Improved.

Peterson Banking, Sampler's Code.

Western Union, Lieber 5-Letter Codes.

Any American-Foreign Language Code.

F. Bianco, 18 W. 8th St., New York

Burke, Limehouse Nights, London, 1916.

Douglas, Old Calabria, London, 1915.

Millay, Second April.

Adams, John Quincy, Memoirs, Phila., 1874-77.

Adams, John Quincy, Anything by or concerning.

Burr, Aaron, Private Journals, Rochester, 1903.

Robertson, Edgar Allan Poe.

Poe, Any work or pamphlet on Poe.

Sayers, Dorothy, Opus One.

Sayers, Dorothy, Catholic Tales.

A. F. Bird, 22, Bedford St., Strand, London, W.C.2

Godey, Ladys Book, Vol. 82.

Electric Railway Journal, 1914-1923.

Electrical World, 1914-1923.

W. P. Blessing Co., 208 S. Wabash Ave., Chicago

Nathaniel J. Burton, Yale Lectures, 1884.

Bd. of Christian Educ. of the Presby. Church,

Witherspoon Bldg., Philadelphia

St. Paul: The Man and His Work, Weinle.

Bk. Collectors' Service Bureau, 7 Ware St.,

Cambridge, Mass.

Argyll, Philosophy of Belief, and any other works.

Arlen, Green Hat, 1st ed.

Balzac, Unexpurgated Works.

Crane, Maggie, 1st ed.

Herbert, Manuscript Illuminating.

Huneker, Painted Veils.

Mencken, Heliogabalus; Damn; Pistols for Two;

Men vs. The Man; A Little Book in C Major,

and other 1st eds.

Bk. Collectors' Service—Continued

Merrick, Conrad in Quest of His Youth, ltd. ed.

Millay, 1st eds.

Moore, George, Ave, 1st ed.

Nathan, Story Without a Title.

Pollard, Fine Books.

Rogers, Bruce, Anything printed by him.

Swift, Gulliver's Travels, unexpurgated.

Van Vechten, Peter Whiffle, 1st eds, and any other 1sts.

The Book Shelf, 15 Garfield Pl., Cincinnati, Ohio

Essex County, New Jersey, History of.

Ten Thousand Miles with a Dog Team, Archdeacon Stuck.

History of Architecture, Russell, 4 vols., Sturces.

The Book Shop, Harrisburg, Pa.

Works of Sir Walter Scott, Vol. 1, Edinburgh,

Robert Cadell, 1845.

Works of Shakespeare, Vol. 12, Ed. Keightley, London, Bell & Baldy, 1869.

The Booke Shop, 4 Market Sq., Providence, R. I.

Reinsenberg, Under Sail, 1st ed., Macmillan.

Hudson, A. Shepard's Life.

Harvard Classics, second hand, good condition.

Johnny Cake Papers.

Book Supply Co., 231 W. Monroe St., Chicago

The Story Teller's Holiday, Moore.

C. L. Bowman & Co., 118 E. 25th St., New York

Strouse, etc., Food for the Sick, Saunders.

Onion, Official Fiancee.

Mahafey, History of Classical Greek Literature.

Orr, Faith of a Modern Christian.

Barbour, Land of Joy.

Agular, Grace, complete works.

Connor, Hamilton, Boyd, Hist. of North Car.

Keeping Up With Uncle Sam.

Richards, Life of Julia Ward Howe.

Richardson, Pamela, large type.

Webster, Quilts, Their Story & How to Make Them.

Lacroix, Art in the Middle Ages.

Box 62, Archbald, Pa.

Life of Wolfe Tone, Washington, 1876.

Box 517, Lancaster, Pa.

Old books on Botanic Medicine.

Brentano's, 218 S. Wabash Ave., Chicago

German Shepherd Dog, Von Stephnitz.

Voyages of Beagle, Darwin, early ed.

Saxo Grammaticus or set Norrena.

Madison Journal of Debates, ed. by Gaillard Hunt.

2 vols., good condition.

Literary Hist. of Revolution, Tyler.

Sermons of Dr. F. W. Robertson of Brighton, Eng.

ed., Moses Coit Tyler.

Book of the Tarpon, Dimock.

Complete Poems, Frances Ridley Havergal Old

Household ed. only.

Hopkinsons Smiths sketches of Thackeray's Lon-

don, pub. D. P. & Co.

Degeneration, Max Nordan.

Curly, Roger Pocock.

Louisiana, Martin, 2 vols.

Grimms Fairy Tales Complete, 2 vols., Bohn Lib.

Confidential Correspondence of Napoleon and Em-

press Josephine, J. S. C. Abbott.

First Aid to Naturers, Muller.

Psychology of Solar Plexus, Seaton.

The White Chief, Belden, Cin., 1870.

Indiscretion of Archie, Wodehouse.

The Colonial Cavalier, Goodwin.

The Martyrdom of Man, 2 copies, Reade.

Recollection of Lincoln, Loman.

Boon of the Crucible, Cohan.

Brentano's, 5th Ave. & 27th St., New York

Myself, Mrs. T. P. O'Connor, 2 copies.

Life of Joseph Brant, Stone, 2 vols.

The Celtic Druids, Godrey Higgins.

Bluebeard, Kate Douglas Wiggin.

The Social Process, Cooley.

A History of Commerce, Clive Daly.

Out of Egypt, Crouse.

Women of France.

BOOKS WANTED—Continued

Brentano's, N. Y.—Continued

Maiwa's Revenge; Black Heart and White; The Brethern; Benita; The Ghost Kings; The Yellow God; The Lady Blossholme; The Mahata and the Hare, Rider Haggard.
 Ruwenzori, Filippo de Filippi.
 Great Salt Lake Trail, H. Inman.
 Pony Express, Glenn H. Bradley.
 The Chavalier D'Auriac, S. L. Yeats.
 The Fletcher Family, E. H. Fletcher.
 Nance Oldfield, Charles Reade.
 Broad Grins, My Night Gown, and Slippers and Other Humorous Works, Geo. Colman.
 Birds of N. A. and Middle A., 2 vols., Ridgway.
 The Bird, Beebee.
 Play of Animals, K. Groos.
 Dictionary of Birds; Birds in Flight, A. Newton.
 Courtship of Animals, Pycroft.
 Cries and Calls of Wild Bird, C. Mitchell.
 Antonio Stradavari, His Life and Work, Wm. E. Hill & Son.
 The Gambler, Kathrine C. Thurston.
 Janet March, Floyd Dell.
 Ten Tales, Coppee.
 History of Names of Adams, etc.
 History of Foreign and Domestic Commerce of the U. S., Johnson, Manmetre, Huebne, etc.
 Treasure of Peyre Gaillard, John Bennett.
 The Went, Norman Douglas.
 Any novel by Mrs. Alexander.
 Parliamentary Law, Henry.
 Chimes from a Jesters Bells, R. J. Burdette.
 The Gods of Olympus; Greek & Roman Mythology, A. H. Petiscus.
 Simsadus London.
 Agincourt, George P. R. James.
 Landmarks of English History, Rev. James White.
 The American Merchant Marine.
 Psychotherapy, Dr. James J. Walsh.
 Chantilly, L. M. Richter.
 Up the Seine to the Battlefield, A. B. Dodd.
 Henrietta, E. Heath.
 Theologia Germanica.
 Six Old English Chronicles, trans. by Giles.
 Tristan & Isolde; The Mastersingers, retold by Oliver Huckel.
 Tropic Days, E. J. Banfield.
 Baron Stockmar's Memoirs.
 Willard Memoirs, Joseph Willard.
 Miss Susan Blows Letters to a Mother.
 Economical Cooking, Winifred Gibbs.
 The Life of Lafayette, Board Tuckerman.
 The Marquis de la Fayette in American Revolution, Charlemagne Tower.
 The Indians of Greater New York, Alanson Skinner.
 Most Illustrious Ladies of the Italian Renaissance, Christopher Hare.
 The Nantucket Tea Party, W. Titler.
 O'Susanna, Minnegerode.
 Stevenson's Attitude to Life, Prof. Genung.
 Happiness; Further Steps in Happiness, Carl Hiltz.
 Living Waters or Messages of Joy.
 Universalism and the Universalist Church, Adams.
 Philosophy and Faith of Universalism, Betts.
 Social Implication of Universalism.
 Wild Apples, by author of Straight Road.
 Miracles of Science, H. S. Williams.
 Chalk Line, Anne Warwick.
 The Memorial of Edward Burne, Jones.
 Cretan Pictographs, Evans.
 History of the Alphabet, Taylor.
 A Canon in Residence, V. L. Whitechurch.
 Outline of Applied Psychology, H. L. McCollum.
 Bits of Life.
 Frederick the Great, Abbott.
 Source Problems in English History, A. B. White & Notestein.
 Her Husband, Julia Magruder.
 Metallography of Iron and Steel, Sauveur.
 Life Beyond the Veil, vol. 3, Ministry of Heaven; Life Beyond the Veil, vol. 4, Battalions of Heaven, G. Vale Owen.
 Maxims of Napoleon.
 Huquenots and the Revocation of the Edicts of Nantes.

Brentano's, N. Y.—Continued

The Lost Land of King Arthur, Walters.
 The Land of the Rose and the Ring; Land that Was Desolate, Sir F. Treve.
 A Broken Rosary, Edward Peple.
 The Code of Victor Jallot, E. C. Carpenter.
 Man's Woman, Frank Norris.
 Gregg's Commerce of the Prairies.
 Universal History, S. G. Goodrich.
 Fundamental Laws of Human Behavior, Max Meyer.
 Table Talk in the Home.
 The Man of Last Resort; Dwellers of the Hills; Gilded Chair; Nameless Thing; Walker of the Secret Service, Melville Davison Post.
 Dampier's Voyages, 2 vols.
 Famous French Salons, Hamel.
 Shu King, W. G. Old.
 Dioglsis, Taylor.
 The Fortunate Isle, Mary Stewart Boyd.
 The Prevention of Malaria.
 Fragonard, C. Haldane.
 Holbein, C. Haldane.
 Son of Power, Will Comfort.
 Ghost Ship, Middleton.
 Universal Cross; Faith in Stormy Days, John Hunter.
 The New Crusade; Talks on High Themes; Christmas Builders; A Fire in the Snow; The Land of Enough, Charles E. Jefferson.
 Interrupted Friendship, Voynich.
 Walks in Florence, Hutton.
 Art Guide to the Paintings in Italy, Burckhardt.
 A Duet, A. Conan Doyle.
 Wally, Guy Steely.
 Little Jetts Telling Bible Stories, W. C. Smith.
 In the Kaiser's Capitol, John F. Dickie.
 Illustrious Virginia Families, 2 vols., Louis Du Ballet.
 Officers of the Revolution, Heitman.
 History of the Mongols, Howarth.
 Life of Genghis Khan, R. K. Douglas.
 In Lotus Land Japan, Pouting.
 Fruits of the Spirit, Mabie.
 Letters from a Mother to Her Unborn Son.
 It is not Lawful, De Long.
 Land of Long Ago.
 Venturesome Voyages of Captain Voss.
 Highways and Byways of Australia, Norman Duncan.
 Village Life in America, Mary Cowles Richards.
 My Friend Will, Chas. K. Lammers.
 Mind and the Brain, Dr. Elme Gates.
 Fascinating Duc de Richelieu, Noel Williams.
 Valentine's Manual, 1862.
 Decorative Heraldry, Eve.
 An Appeal to Impartial Posterity, Mme. Roland.
 The Barrister, Stanbury.
 Robespierre, Belloc.
 Nell Gwyn, Cunningham.
 Hunting Sketches, 1865, Trollope.
 Feeding the Mind, Watson.
 New York in Blue Staffordshire Ware, Halsey.
 Life of Marion, James.
 Diary from Dixie, Chestnut.
 Principles of Expression in Pianoforte Playing, Christian.
 Turkey Food—Mast—for Rail & Reed Birds, Zigania Aquatica.
 Birds of Long Island, Girand or Giraud, pub. before 1850.
 The American Sportsman, Elisha J. Lewis, pub. Lippincott, Grambs & Co., about 1850.
 The Water Fowl Family, L. C. Sanford.
 American Game and Its Seasons, H. W. Herbert, N. Y., 1873.
 Brick Row Bk. Shop, 104 High St., New Haven, Ct.
 What the Social Classes Owe Each Other, 1883.
 DeFoe, Moll Flanders, Bohn Libr.
 Fielding, Joseph Andrews, Bohn Libr.
 Gesta Romanorum, Bohn Libr.
 Gil Blas, trans. Smollett, Bohn Libr.
 Smollett, Roderick Random, Bohn Libr.; Humphrey Clinker, Bohn Libr.
 Holbein's Dance of Death & Bible Cuts, Bohn Lib.
 Marlowe's Works edited by Buhler, 2 vols.
 Old Salt Box House, Shelton.
 W. Lander's Poems.

BOOKS WANTED—Continued**Brick Row Bk. Shop, N. H.—Continued**

The Headswoman.

American Kennel Gazette & Stud Book for November 1924.

Brick Row Bk. Shop, 19 E. 47th St., New York

Burns, Edinburgh ed., 6 vols., Gibbie, 1895.
Emerson, Autograph Centenary ed., 12 vols., Cambridge, 1903-4.
Hearn, Authorized ed., 16 vols., Boston, 1922.
Scott, Edinburgh ed., 48 vols.
American Race Horse.
Arden of Feversham.
Model Library of Illustrated Classics.
History of Westchester County.
Murray, Four Stages of Greek Religion.
Ellis, Affirmations, 1st.
Ruskin, Mornings in Florence; Mystery of Life.
Shakespearean Dictionary.
Shakespeare Society Reprint of 1623 Folio.
Handbook on Archery, terms, etc.

Bridgman & Lyman, 108 Main Northampton, Mass.

Legend of Smoke Over, Jacks.
Perfect Sight Without Glasses, Bates.
McCarthy, Nurse Benson.
Jeanne D'Arc, Maid of Orleans, ed. by Murray.
Judd, Reading, Its Nature and Development.

Morris H. Briggs, 5113 Kimbark Ave., Chicago

Files, bound collections or single issues of early newspapers, magazines, pamphlets, almanacs or broadsides; especially Illinois, 1814-40; Chicago, 1833-65; Calif., Oregon, Texas before 1860; Lincoln before 1865; early Middle West; Eastern with Western newsletters or articles before 1860; Roosevelt before 1900; Wood, Wilson before 1913.
Anything by, about or concerning Wood, Wilson; autograph material, 1st eds., pamphlets, memorial sermons and orations or anything scarce or unusual.
Western Americana, Roosevelt, Lincoln and Wilson material wanted at all times. Please describe fully and quote best prices prepaid for cash.

Britannica Bk. Shop, 342 Madison Ave., New York

Nordau, Paradoxes.
Moore, Anthology of Pure Poetry.
Wagstaff, Quiet Waters.
Rider and Driver, 1916-1922.

Brockmann's, Charlotte, N. C.

Vol. 4, Monroe, Cyclopedia of Education, 1919 ed.

Franck C. Brown, 44 Bromfield St., Boston

Odd vols., original parts, or plates from Boxiana.
Life of John Morrissey, Prize Fighter and Congressman.

W. A. Butterfield, 59 Bromfield St., Boston

Bolton's Scotch-Irish in America.
Nesbit's Wouldbegoods, Harper.
Downie, Hunting for Gold, 3 copies.
Whistler, Gentle Art of Making Enemies.

Campion & Co., 126 S. 16th St., Philadelphia

Anything illus. by Retsch.
Aker's History of South America.
Vanished Arizona, Summerhayes.

Hoyt Case, 136 E. 60th St., New York

Wanted at all times, but only in fine condition, first editions of the following: Beerbohm, Zuleika Dobson, Works, More, Yet Again. Cabell, Eagle's Shadow, Rivet in Grandfather's Neck. Conrad, Children of the Sea, American Typhoon. Galsworthy, All Sinjohn items. Hawthorn, The Scarlet Letter. Poe, All items. Stephens, Insurrections, The Crock of Gold. Twain, What is Man, The Jumping Frog. Wharton, Ethan Frome.

C. N. Caspar Co., 454 E. Water St., Milwaukee

I. C. S. Reference Library, no. 14.
Jerrold, Mrs. Caulde's Curtain Lectures.
Gusman, Art Decoratif de Romae.
Nolan, Replanning Small Cities.

C. N. Caspar Co.—Continued

Report of U. S. Housing Corporation, vol. 2.
Wall, Dictionary of Photography.
Muirhead, Elements of Ethics.
Taylor, Satellite Cities.
Hurd, Principles of City Land Values.
Hoskin, Textbook of Hydraulics.

Celebrated Authors Society, 723 7th Ave., New York

Laura Jean Libbey and Maurice LeBlanc Stories.

Geo. M. Chandler, 75 E. Van Buren St., Chicago

Allen, The Tents of Shem.
Baird, Brewer & Kidgway, Water Birds, 2 vols.
Bell, Reminiscences of a Ranger, 1881.
Bonaparte, American Ornithology, 4 vols., 4to, 1825-27, or vols. 3-4.
Calhoun, J. C., Works, vol. 1.
Dana, Lincoln and His Cabinet, 1899.
Dictionary of Natl. Biography, thin paper, 23 vols.
Eggleston, Book of Queer Stories, 1st ed., 1871.
Fithian, Diary and Letters, Princeton Univ.
Gregg, Commerce of the Prairies, 2 vols.
Hewlett, Birth of Roland, 1st ed., Chicago, 1911.
Hough, Travelling Old Trails.

Houghton, History of Michigan.
Hubbard, E., Works, 14 vols., not Little Journeys.
Isham, History of American Painting.

Massie, Prophet of Nazareth.
Shaw, Loves of Shakespeare.
Boccaccio, Life of Dante.
Danton, Seven Champions of Christianity.
Carpenter, Great Charter of Christ.

Dracon, The Lord's Prayer.
Life, Times and Treacherous Death of Jesse James.
Wild Bandits of the Border, Laird & Lee, 1893.

Knapp, History of Spanish Revolution, 1881.
Koehler, Etching 4to, Cassell.

Lancaster, Historic Virginia Homes.
Leaming, Phila. Lawyer at London Courts.

LeBurke, The She-Devil.
Lincoln's Works, Gettysburg ed., 12 vols.

Lincoln's Works, Federal ed., 8 vols.

Mason, Life of Gilbert Stuart.

Binner, Old Stories Retold.

Murray's English Dict. Complete.

Peck, Alabama Sketches.

Root & Connelley, Overland Stage, Topeka, 1901.

Ross, Lives of the Early Medici.

Sale, Manors of Virginia.

Seiss, Industrial Depression.

Sewall, Samuel, Diary, 3 vols.

Symonds, Renaissance in Italy, 7 vols., Holt.

Tassin, Magazine in America.

Wilson, J. F., Across the Latitudes.

Carver's Travels, 3rd ed., 1781.

Dobson, Horace Walpole, large paper, 1890.

Dumas, My Memoirs, 6 vols.

Dumas, Works, 47 vols., 8vo., Estes, limited ed.

FitzGerald, Letters and Literary Remains, 3 vols.

Franklin, Works, Federal ed., 12 vols.

Gould, 50 Years on the Mississippi.

Kipling, Outward Bound ed., 28 vols.

Marshall, Life of Washington with maps, 5 vols.

Paine, Thos., Writings, 10 vols.

Peters, Kit Carson, 1874.

Pliny, Natural History, 6 vols., Bohn.

Rousseau, Confessions, 4 vols., Gebbies ed.

Talleyrand, Memoirs, 5 vols.

Durny's Rome, 16 vols.

W. G. Chapman, 118 N. La Salle St., Chicago

Rath, The Mantle of Silence.

Chicago Bk. Store, 62 E. Monroe St., Chicago

Soul of the War. Philip Gibbs.

Cabell, Straws and Prayer Books, limited ed.

Chic. Med. Bk. Co., Congress & Honore Sts., Chicago

Curschmann, Textbook on Nervous Diseases, 2 vols.

Kraepelin, Clinical Psychiatry.

Ellis, Man and Woman.

Journal of Medical Research, vol. 42.

A. H. Clark Co., 407 Prospect Ave., Cleveland, O.

Washington-Crawford Letters, ed. Butterfield.

Wolf, Presidents I Have Known from 1860-1918.

Wanamaker, Voice of Lincoln.

Van Dyke, Studies of Tennyson, 1st ed.

Osborn, Questioned Documents.

BOOKS WANTED—Continued

A. H. Clark Co.—Continued

New York Daily Graphic, 1873 to 1889.
 Martin, Defence of Lincoln's Mother, Conversion and Creed.
 MacLay, MacLays of Lurgon, 1889.
 Martin, Abe Lincoln and Nancy Hanks.
 MacChesney, Tribute to Century.
 Logan, Hist. of Upper Country, S. C.
 Lindsley, Greater Dallas and Vicinity, 2 vols.
 Lane, Masters of English Landscape Painting.
 Kilgores of Ohio Valley.
 Keith, Provincial Councillors of Pa.
 Jordan, Hist. of Beaver Co., Pa., 2 vols.
 Jones, Vermilion Co., Ill., 2 vols.; Antiquities of Southern Indians.
 Jefferson, Thos., Schouler.
 Immigrant's Guide to Minn., 1856.
 Hubbard, Philistines, vols. 1 and 7.
 Hagan, Disputed Handwriting.
 Gratiot Co., Mich., Biog. Memoir.
 History of Graham Family, W. Va.
 Graham Family of Va. and Ky., anything on.
 Gouers, Southern States After War.
 Geauga Co., Ohio, 1900 Atlas of.
 Driver, Hist. of Strong Man Lodge, no. 45.
 Dew, Essay on Slavery.
 Dartmouth College, anything on.
 Dale, Ashley-Smith Explorations.
 Dimock, Outdoor Photography.
 Jacob, Brooke Co., W. Va.
 Sudermann, Undying Past.
 American Mus. of Nat. His., Anthropological Papers, 1909.
 Twain, Mark, His Life and Work, 1892.
 Dickerson, Amer. Colonial Govt.
 Van Rensselaer, Early Amer. Bottles and Flasks.
 Downing, Fruits and Fruit Trees of Amer., 1874.
 Berichte der deutschen Chemischen Gesellschaft, 1st and 2nd years.
 Beers, Wines and Spirits, anything relating thereto.
 Morehead, First Settlement of Ky.
 Masfield, John, Ballads, 1903.
 Luther, Martin, any of his works.
 Loudon, Narratives of Outrages.
 Lincoln, A., Binns.
 Lee, Procdgs. of Gen. Court Martial Held at Brunswick, N. J., for Trial, July 4, 1778.
 Laningan, Out of World Fables.
 Franck, Cesar, Study by d'Indy.
 Deverell, Pilgrims and Anglican Church.
 DeSmet, Letters and Sketches, 1843.
 DeBow's Review set.
 Adventures in Calif., Its Gold Fields, etc., 1856.
 British and Foreign State Papers, set.
 Caird, Essays and Lectures.

John Clark Co., 1783 E. 11th St., Cleveland, O.
 Century Magazine, vol. 92, 1916, to date.
 Lyon, Colonial Furniture of New England, 1st ed., 1891.
 Arnold, The Passover Papyrus from Elephantine, 1912.
 Schwatt, Geometrical Treatment of Curves.
 Kelsey, Latin and Greek in American Education.
 Weir, John Trumbull, 1901.
 Ross, A Theory of Pure Design.
 Downes, Life and Works of Winslow Homer.
 Thompson, A New Analysis of Plane Geometry.
 LeStrange, Baghdad, 1901.
 Cooke, Poets and Problems.
 Index to the Collected Works of William Hazlitt, 1906.
 Gissing, New Grub Street.
 Pier, Temple Treasures of Japan, 1914.
 Michaelis, A Century of Archaeological Discoveries, 1908.
 Firelands Pioneer, complete set of 1st series, or any odd vols.

E. L. Clarke, 606 13th Ave., S.E., Minneapolis
 Cramer, The Method of Darwin.
 Steiner, Sanctus, Spiritus & Co.
 Sheldon, Of One Blood.
 DuBois, Quest of the Silver Fleece.
 Chestnut, C. W., any title by.
 Tressall, Ragged Trousered Philanthropists.

Colesworthy's Bk. Store, 66 Cornhill, Boston
 Waste Paper Philosophy, Wilson, 2 copies.
 The Magic Staff, A. J. Davis.
 Lives of Chief Justices; also Lord Chancellors.
 Electro-Magnetic Theory, Oliver Steavenside.
 Priest, Woman and Confessional, Chinquey.
 Alias The Night Wind, Vanch Vanade.

Columbia University Library, New York

Smith, D. E., Rara Arithmetica.
 Amer. Bankers Convention, Year Book, 1910—Clearing House Systems of the World.
 Trumbull, L. W., Petroleum Geology of Wyoming, Boree, Cheyenne, Wyoming, 1917.

Columbia Univ. Press B'kstore, B'way & 115th St., New York

Hinds, American Communities.
 Phelps, Income Tax.
 Ely, Taxation in American States and Cities.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

Legends of Fairy Tales of Ireland, Kennedy.
 Batcheller's Silas Strong.
 Hornung's Shadow of a Rope.
 Crockett, Black Douglas.
 Brown, Paradise, H. M. & Co.
 Mullikin, Method Identification Pure Organic Compounds, vol. 3, Wiley.
 Harris, Tales Home Folks Peace & War, H. M. & Co.

Jewett, Tory Lover, H. M. & Co.
 English Catalogue Books, 1922, R. R. Bowker.

Cornell Co-op. Socy., Ithaca, N. Y.

Coffin, American Masters of Sculpture, Doubleday.
 Leroy, Beaulieu, Empire of the Tsars and Russians, English trans., 3 vols., Putnam.
 Pares, Russia and Reform, Dutton.
 Paulsen, Immanuel Kant, trans. Creighton & Lefevre, Scribner.
 Tonnaint, The Lost Flute, trans. Joerissen, Brentano.

Frank E. Damato, 165 E. 34th St., New York

Hill of Dreams, Machen.
 City of Silent Men.
 Marvels of the Universe, Hodgeson.
 Personality and Insects, Dixon.

Dartmouth College Library, Hanover, N. H.

World Almanac for 1923.
 Sweetser, Mrs. M. L., Castle bravo.
 Orchard, Modern Theories of Sin.

Dauber & Pine, 83 Fourth Ave., New York
 English and American Dealers please quote on the following subjects: Fine and Applied Arts; Anthropology; Primitive Religions; Folklore; Philosophy; Theosophy; Occult Sciences. Good eds. of the Classics. Prompt cash for all items ordered.

DeWitt's B'kstore, 620 14th St., Oakland, Calif.

Page, Life and Letters.
 Seamon, Manual for Assayers and Chemists.
 Eissler, Modern High Explosives.
 Lodge, Notes on Assaying, etc.
 Hann, Handbook of Climatology.
 Warming, Oecology of Plants.
 Haggard, King Solomon's Mines.
 Taylor, California Life; Seven Years Street Preaching.
 Eggeling & Ehrenberg, Fresh Water Aquarium.
 Ebert, Chesterfield, or The Star is Shining Still (a Southern Story).
 Thomes, Gold Hunters of Australia.
 Fernow, History of Forestry.
 U. S. O. A. Bulletin 308—Shortleaf Pine.
 James, Heroes of California.

The Direct Co., 509 N. Grand Blvd., St. Louis, Mo.
 Books or courses on mail or direct selling.

Dixie Bus. Bk. Shop, 140 Greenwich St., New York

History of the Mathematical Theory of Probability from the Time of Pascal to that of Laplace, I. Todhunter, pub. Macmillan, 1865.
 Chapters of Erie, Adams.
 Income Tax Procedure, 1920, Montgomery.
 Civil Service Chronicle (Fire College Extension Course), 1919.

Fire Fighting, pub. The Chief.

Dodd, Mead & Co., 443 Fourth Ave., New York
 Nature's Finer Forces, by Hindu author.

BOOKS WANTED—Continued

Doubleday, Page Bk. Shop, 920 Grand Ave., Kansas City, Mo.

Eleve or H. M. Stowe, *Spiritual Law in the Natural World*.

Moroso, *The Quarry*.

Colville, *Anc. Mysteries and Modern*.

Revelations, pub. Fenno.

De Tocqueville, *Democracy in America*.

Dr. Aked, *Divine Comedy of Job*.

Doubleday, Page Bk. Shop, 55 Liberty St., N. Y.

Terribly Intimate Portraits, Noel Coward.

Doubleday, Page Bk. Shop, 34 Park Pl., Newark, N. J.

Child of the Dawn, Benson, Putnam.

Creoles of St. Louis, Beckwith.

James F. Drake, 14 W. 40th St., New York

American Book Prices Current for 1900, 1901, 1903, 1906, 1912, 1913, 1914, 1915, 1926, 1917, 1918, 1919, 1920, 1922.

Cabell, *Soul of Millicent*, 1913, 1st ed.

Any 1st eds. of Bret Harte.

Kilmer, *Literature in the Making*, 1917, 1st ed.

Roosevelt, *War of Words Between Roosevelt and Morgan*, 1908, 1st ed.

H. W. B. Drew Co., Jacksonville, Fla.

The Origin, Progress and Conclusion of The Florida War, John T. Sprague.

McClellan's Compilation of Florida Laws.

John Lee Williams, *Hist. of the Territory of Fla.*

The Old Compilation of Florida Laws.

Rosicrucians, Their Rites and Ceremonies; Phallicism,

Celestial and Terrestrial, Hargrave Jennings.

Florida Supreme Court Laws, vols. 1 to 22.

Dunster House B'kshop, 26 Holyoke St., Cambridge, Mass.

Adams, Henry, *Life of George Cabot Lodge; The Education of*, 1st issue, privately printed; Mont St. Michel et Chartres, Architect's ed.; Mont St. Michel et Chartres, privately printed, 1904.

Arlen, Michael, 1st eds. all titles.

Barker, James S., *Superstition*, about 1820.

Bateman, *First Book of Drawings*.

Bennett, Arnold, *Old Wife's Tale*, 1st ed.

Brinton, Selwyn, *The Renaissance*, limited ed.

Brooke, Rupert, *Letters or Manuscripts; A Memoir by Edward Marsh*, New York, 1918.

Butler, Samuel, *Erewhon*, 1st ed.; *Erewhon Revisited*, 1st ed.; *Notebooks*, 1st ed.

Carlyle, *French Revolution*, 1st ed.

Casa, G. Della, *Galateo*.

Cather, Willa, *O Pioneers*, 1st ed.

Centaur, *The*.

Chapman's Homer.

Comparetti, *Virgil in the Middle Ages*, 4 copies.

Cotgrave's Dictionary, London, 1632.

De La Mare, *The Listeners*, 1st ed.; *Peacock Pie*, 1st ed.; *Scrgs of Childhood*, 1st ed.

Dell, Floyd, *Were You Ever a Child*, 1st ed.

de Vega, Lope, *Art of Play Writing*, Columbia Museum.

Dial, *The*, Boston, 1840-1844, 16 nos., original or reprint.

Douglas, Norman, *South Wind*, 1st ed.

de Voragine, Jacobus, *The Golden Legend*, in Eng. Great Fire of Boston, Riverside Press, 1909.

Gummere, *Germanic Origin*, 2 copies; *Origins and Growth of Poetry*.

Harris, Frank, *The Man Shakespeare*, 1st ed.

Harvard Monthly, May and Christmas, 1914, February and March, 1915, June, 1912.

Hemmingius, *De Iure Nature Apodicta Methodis*, 1563, 1564, 1570.

Herbert, *Illuminated Manuscripts*.

Hergesheimer, J., *Three Black Pennys*, 1st ed.; *The Lay Anthony*, 1st ed.; *Balisand*, limited vellum ed.

Hewlett, *Quattrocentisteria*, San Francisco.

James, Henry, *Bibliography by Phillips; The American*, Boston, 1877; *Guy Domville*, London, 1894; *Theatricals*, 1st series, 1st ed.

Johnson, W. Cory, *Ionica*, 1st ed.

Dunster House B'kshop—Continued

Kipling, *How Shakespeare Came to Write The Tempest*.

Kittredge, *Anniversary Papers*, 1913.

Lanier, *Hymns of the Marshes*.

Little Review, any nos.

Lowell, Amy, *Sword Blades*, 1st ed., 2 copies;

Pictures of Floating World, 1st ed.

Mansfield, K., *Bliss*, 1st ed.; *Garden-Party*, 1st ed.

Mantoux, *L'Histoire de la Revolution Industrielle*, 2 copies.

Marlowe, *Hero and Leander*, Vale Press.

Masefield, *Poems and Ballads*, 1910, 1st issue.

Mencken, *Prejudices*, 1st series, signed; *Prejudices*, 2nd series, signed; *Defense of Women*, signed.

Millay, Edna, 1st ed., all titles.

Moore, George, *Esther Waters*, 1st ed.

Nathan, Robert, *Autumn*, 1st ed.

Pearl, Raymond, *The Nation's Food*.

Polydor Virgil, 1555 and 1570.

Proust, Marcel, any titles, 1st eds., or eds. on good paper.

Rylands, *Chronological Outline English Literature*, 2 copies.

Strachey, Lytton, *Eminent Victorians*, 1st ed., 2 copies.

Trask, Homer Darling, *Poetical Inspirations from the Granite Hills*, Hartford, 1903.

Tunison, *Master Virgil*.

Warren, *History of Novel to 17th Century*, 2 ceps.

Wilkinson, M. O., *New Voices*, 1919, 1st issue.

Willard, John Simon Willard and His Clocks, 2 copies.

E. P. Dutton & Co., 681 Fifth Ave., New York

Aesop's Fables, small ed., full calf or full morocco.

Blackwood, *The Human Chord, Incredible Adventures, Day and Night Stories*.

Bucher's Prayers from a Plymouth Pulpit.

Cushing, *Zuni Folk Tales*.

Cooke, *One Thousand Objects from the Microscope*.

Chambers, *The Conspirators*.

Cather, *Song of the Lark*.

Chalfant, *Schooled by the World*.

Du Pont, *In the Field*, trans. from French, "En Campagne," by H. V. Hill.

Dodd, W. F., *Revision and Amendments of State Constitutions*.

French Impressionists, limp leather ed.

Fuller, *Bertram Cope's Year*.

Forester, *Warwick Woodlands*.

Glover, J., *Books on or by*.

Gosse, *Evenings at the Microscope*.

Glenn, *Some Colonial Mansions and Those Who Lived in Them*.

History of Yates County.

Horr, R. S., *Constitutional Conventions*.

Ingalese, R., *History and Power of the Mind, from Incarnation to Reincarnation*.

Johnston, *Original Portraits of Washington*.

Journal of a Lady of Quality.

Kipling, R., *Plain Tales from the Hills*, United States Book Co., Successors to John Lovell Co., n.d.; *Railway Reform in Gt. Britain*, copyright issue, Doubleday, Page Co., 1901; *The Reformer*,

Doubleday, Page Co., 1901; *Soldiers Three and in Black and White*, United States Book Co., successors to John Lovell Co., N.D.; *Songs from Books*, Doubleday, Page Co., 1912; *South Africa*,

New York, 1906; *Spies March*, copyright issue, Doubleday, Page, New York, 1911; *Stories and Sketches*, American issue, privately printed; *Ballads and Barrack Room Ballads*, Macmillan, 1893; same, 1892; *Barrack Room Ballads and Other Verses*, United States Book Co., New York, 1892;

Below the Mill Dam, Copyright issue, Doubleday, Page Co., New York, 1892; *Bridge Guard in the Karoo*, Doubleday, Page Co., New York, 1901;

Captains Courageous, New York, 1896; only 5 or 6 printed, Century Co.; *Collected Verse*, Doubleday, Page, New York, 1907; *Courting of Dinah Shadd*, 1st ed., Harper & Bros., New York, 1890;

same, 2nd ed., Harper & Bros., New York, Nov., 1890; *The Eyes of Asia*, Doubleday, Page Co., 1917; *France*, Copyright issue, Doubleday, Page,

1913; *His Excellency*, Canadian Mission Press, 1895; *How Shakespeare Came to Write the Temp-*

est, New York, 1916; *Independence*, Copyright issue, Doubleday, Page, 1924; *In Sight of Mount*

BOOKS WANTED—Continued

E. P. Dutton & Co.—Continued

Monadnock, privately printed, Cornhill Press, Boston, 1904; The Islanders, Copyright issue, Doubleday, Page, 1892; Advice to the Hat, Medicine Hat, 1923; The Lesson, copyright issue, Doubleday, Page, 1901; The Light That Failed, J. B. Lippincott Co., 1891; Lord Robert's Broadside, Copyright issue, Doubleday, Page, 1914; London Town, Copyright issue, Doubleday, Page, 1924; Mine Own People, issued in cream paper wrappers, Hurst and Co., New York, N.D.; Phantom Rickshaw, United States Book Co., successors to John Lovell Co., N.D.; Story of the Gadsbys and Under the Deodars, United States Book Co., successors to John W. Lovell Co., New York; Three Poems, Copyright issue, Doubleday, Page, N. Y., 1911; White Man's Burden, Copyright issue, Doubleday, McClure Co., New York, 1899.

Maitland, Life of Anna Kingsford.
Pyle, Pepper and Salt, 1st ed.
Parsons, T., Memoir by His Son, Boston, 1859.
Page, Red Rock.
Slovenly Kate.
Saint Memin, pub. Elias Dexter, 1862.
Thomson, Sir J., Conduction of Electricity Through Gases.
Upshur, Federal Government, a Review of Story's Commentaries, Phila., 1863.
Unger, Roosevelt's African Trip.
Williamson, Golden Silence, Princess Passes.
Wolf, Other Things Being Equal.
Zola, Theresa Raguin.

Edward Eberstadt, 25 W. 42nd St., New York
California, Oregon, Wyoming, Utah, Montana and the Far West; Books, pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

Paul Elder & Co., 239 Post St., San Francisco
National Music Reader, no. 1 and no. 2.
Into Morocco, Loti.
Joyous Gard, Benson.
My Adventures With Your Money, Rice.

E. Farnsworth's Bk. Shop, Broadmoor Arcade, Colorado Springs, Colo.

Arlen, Michael, The Green Hat, 1st Eng. ed.
Baker, Cornelia, Cocoa and the King's Children.
The Archko Volume, Antiquarian Press, Phila.
Buchan, John, The Path of the King, 2 copies.
Comines, Philip de, The Historical Memoirs of.

F. W. Faxon Co., 83 Francis St., Boston
Time, vol. 1.

W. Y. Foote Co., 312 S. Warren St., Syracuse, N.Y.
Isis Unveiled, Blavatsky, formerly pub. by the Theosophical Publication Co.

Forbes & Wallace, Springfield, Mass.

Plutarch's Morals, old, unchanged ed.

Fowler Bros., 747 S. Broadway, Los Angeles, Cal.
As It Is in England, Osburne.

W. G. & Foyle, Ltd., 121, Charing Cross Rd., London, W.C.2, England

Harris, Will T., Hegel's Logic, Chicago, 1910.
Hibben, J. Grier, Hegel's Logic, as essay in interpretation, N. Y., 1902.

Philip Howard Furman, 363 W. 51st St., New York
Beadle's Original Dime Novels, 16 mo. pictorial wrappers. Beadle & Co. 1860-1876.
Munro's Indian Novels 16 mo.

Gainsborough B'ke Shoppe, 331 W. 58th St., N. Y.
Young, Scriptural Healing.
Stewart, Mr. and Mrs. Haddock.
Stuart, The Soul of Croesus.
Hay, Pike County Ballads, Wyeth ill.

Gammel's Book Store, Austin, Texas

Geo. Canning Hill's Life Daniel Boone.
Hubbard's Flag in the Far East.

Gammel's Book Store—Continued

Bell, The Anatomy and Philosophy of Expression. Anything on Texas.

Ernest R. Gee, 442 Madison Ave., New York
In Africa, J. T. McCutcheon.
Wallace's Trotting Register, vols. 20, 21 and 23.
The Venturesome Voyage, Capt. Voss.

J. L. Gifford, 141 Halsey St., Newark, N. J.
International Standard Biblical Encyclopedia, 5 vols.

Gimbel Bros., Bk. Dept., Philadelphia
Amarilly in Love.

Ginsburg's Bk. Shop, 1821 Pitkin Ave., B'klyn, N.Y.
Reports of the Commissioner of Patents.
Graves, Bible of Bibles.
Henty, Knight of the White Cross.
Siberrad, The Good Comrade.
E. Lee Hamilton, Books by.

Goldman's Bk. Store, 424 S. Dearborn St., Chicago
Ellingwood, Therapeutics.
Webster, Dynamic Therapeutics.

Goodspeed's Bk. Shop, 9a Ashburton Pl., Boston
Allen, Bisons of America; Street Railway Development in Mass.

Bartsch, 21 vols., orig. ed., well bound.
Blake, Vision and Vesture.
Bolles, Chocorua Tenants.
Bragdon, Fourth Dimensional Vistas.
Brequet, Water Marks, orig. ed., well bound.
Brown, 9th U. S. Infantry.
Brown, Art in Early England; Ecclesiastical Architecture in England.

Cattaneo, Architecture in Italy, 6th-11th century.
Comstock, Elements of Mineralogy.
Dagan, Indian Fighters.
Dowson, Tramways, Construction and Working.
Eaton, Annals of Warren, Me.
Emery, Three Generations.
Evans, Young Millwright Assistant.
Executive Documents, House of Rep. 1837-8, vol. 2.
Fairchild, Street Railways, Construction, Operation, etc.

Ford, Scotch-Irish in America.
Gregg, History of Old Cheraws.
Hine, History of Lebanon, Conn.
Hornaday, Bison Extirmination.
King, Wealth and Income of People of the U. S.
Kluge & Lutz, English Etymology.
MacFarlane, Behind Bolted Door.
Moore, Anthology of Pure Poetry.
O'Brien, Great Modern English Stories.
Old Times in No. Yarmouth, vol. 1, no. 4; vol. 2, no. 1.

Penn. Marriages Prior to 1810.
Pinkerton, Detective Stories.
Plehn, Government Finance in U. S.
Quinlan, Tom Quick.
Rath, Mr. 44.
Renwick, Alexander Hamilton.
Robertson, Letters on Paraguay.
Rosetti, Hand and Soul, Copeland & Day ed.
Rosseau's Social Contract, French.
Rusinol, Jardines de Espana.
Schriber, Flemish and German Woodcuts, orig. ed., French.

Schwatka, Nimrod in the North.
Spectator, vol. 1.
Stimson, Light of Provence.
Strzygowski, anything.
Trollope, Barchester Towers, Nelson ed., red limp leather.
Weights and Measures.
William & Mary Quarterly, vol. 15.
Wright, American St. Railways.
Genealogies: Bradley, 1894; Estes, 1892; King, 1897; Mather, 1848; Penney, 1897; Stone, 1866; Kirk by Stubbs, 1872; Whitney, 1857; Wynkoop, 1904.

Gotham Bk. Mart, 51 W. 47th St., New York
O'Neill's Emperor Jones, pub. Boni & Liveright.
Young's Make-up.
Mitchell, Business Cycles.

Gramercy Bk. Shop, 122 E. 19th St., New York
Burgel, Bruno H., Astronomy for All, Cassell.

BOOKS WANTED—Continued

Grant's Bk. Shop, 127 Genesee St., Utica, N. Y.
Humphrey, Mountain Verities.
MacKenzie, Man Who Tried To Be It, 6 copies.

Greenwood Bk. Shop, 307 Delaware Ave., Wilmington, Dela.

Lives of Eminent Founders, Simpson.
Leonardo de Vinci, Thiis.
Journal of Philip Fithian, Princeton.
Hergesheimer, 1st eds.
Jungle Books, Kipling, 1st eds.
Alice in Wonderland, 1st ed.
Amateur Orchid Cultivation, Burberry.
Atlas of Delaware, Beer.
Practical Camellia Culture, Holliday.
Rab and His Friends, Brown, 1st ed.
Tom Sawyer, Twain, 1st ed.
Huckleberry Finn, Twain, 1st ed.
Tidings Brought to Mary, Claudel.
Creative Thought, Curtis.
Garden Party, Mansfield, 1st Eng. ed.
Were-wolves, O'Donnell.
Don Pablo of Segovia, Vierge illus.

Grimwood's, 24 N. Tejon St., Colorado Springs, Colo.
Technology of Bread Making, William, William C. Jago, pub. about 1900.
The Phantom of the Opera, Leroux.

Harlem Book Co., Inc., 53 W. 125th St., N. Y.

Harvard Classics, vol. 24, 45, 46 only fab.
Alex. Hamilton, vol. 11, only constitutional ed.

Harmony Bk. Shop, 51 W. 50th St., New York
Rest, A Tale of Adam and Eve.
Cloud of Witnesses, DeKoven.
Spiritual Guide, Molinos.
Theologica Germanica, Anon.
Great Pyramid; Its Builder and Its Prophecy.
The Smoky God, W. Emerson.
Symbolism, Henry Bailey.
Sepher Yetzirat, Wynn Wescott.
O. P. Books, Rudolf Steiner.
Human Nature Club, Thorndyke.

The Harrison Co., 42 E. Hunter St., Atlanta, Ga.
Reddall's Wit and Humor of American Politics;
Wit and Humor of American Statesmen.

John Harrold, 48 E. 61st St., New York
U. S. Geological Survey, Bulletin no. 212.

Harvard Co-op. Socy., Harvard Sq., Cambridge, Mass.
Ryland, Chronological Outline of English Literature.
Petrie, Revolutions of Civilization.
Bror Meyer, Skating.
John Barnard, Every Man His Own Mechanic.
The Harvard Travellers Book, second hand.
Carter, Law—Its Origin, Growth and Function.

Hazen's B'kstore, 238 Main St., Middletown, Conn.
The County Fair, Burgess, The novel not the play.
The Melting of Molly, Davies.

Norman W. Henley Pub. Co., 2 W. 45th St., N. Y.
Drop Forging, Die Sinking and Machine Forming
of Steel, Woodworth.

Herrick Bk. & Stat. Co., 934 15th St., Denver, Col.
Lew Clement, Numerical Vibrations, new or 2nd-hand.

Karl W. Hiersemann, Leipzig, Konigstrasse 29
Seyfarth, the hieroglyphic tablet of Pompeii, St. Louis, 1887; The Literary Life, N. York; Neue Entdeck, i. d. bibl. Zeitreling, N. York, 1857.
Antologia Hispano-Americana, 1893.
Coester, Lit. Hist. of Span. America, N. Y. 1916.
Heredia y Campuzano, Obras, N. Y., 1875; Poesias. Palvu, Wot. de la Nueva Californ., San Francisco, 1874.
Savarkar, Indias Revolution of 1857.
Hartestlette, Indian Mutiny.
Roy. Soc. of N. S. Wales, Journal a. Proceed., Sydney, 1903.
Scientific American, vol. 1 to 9, 1865.
Smithson, Contribut. to Knowledge, vol. 20 a. foll., Wash., 1875.

K. W. Hiersemann—Continued

Transactions a. Proceed. of the Amer. Philolog. Associat., Boston, vol. 38, 1907, vol. 45, 1914, a. foll.
Am. Journal of Syphilis, vols. 1 to 4.
Proceedings of the American Philos. Soc., Philad., 1875-1901.
Bushell, Chinese Porcelain, Peking, 1866.
Furnkawas, Collect., Sword Guards in Old Japan, Tokyo, 1913.
Okabe-Raknye, Japanese Sword Guards, 1908.

Walter M. Hill, 22 E. Washington St., Chicago
Flush Times in Alabama, 1st ed.
Domestic Manners of the Americans, 1st ed.
Lowell, Sword-blades and Poppy Seeds, 1st ed.
McFee, Letters from an Ocean Tramp, 1st ed.
Bone, The Brassboundder, 1st ed.
Descendants of Thomas Dickinson, Son of Nathaniel and Anna Gull Dickinson.
Rhodes, Good Men and True; Brantford of Arcadia.
Caryll, Grimm Tales Made Gay.
Saltus, Bayadere and Other Sonnets, 1894, limited; Dreams After Sunset, 1892, Moulton; Flasks and Flagons, Pastels and Profiles, Vista and Landscapes, 1892, Moulton; Witch of En-Dor, 1890, Moulton; Mount of Olives, 1902.
Serviss, Moon Metal, 1900; A Columbus of Space, 1911; The Moon Maiden, 1915; Conquest of Mars, 1898.

Wells, Door in the Wall, limited ed.
Twain, Man Who Rocked the Earth, 1915.
Wood, The Moon Maker, 1915.
Hart, Brower's Life Masks of Great Americans.
Same, limited ed., with portfolio.

Himebaugh & Browne, 471 Fifth Ave., New York
Encyclopeddia Britannica, morocco, on approval.
Hours with the Bible, Old Testament, C. Gerkie.
The Life and Work of St. Paul, F. W. Farrar, Dutton.
Big Game in the Rockies, Theo. Roosevelt, large 1st ed., 1899.
Hunting Trips of a Ranchman, Theo. Roosevelt, large limited ed., 1885.
The Rediscovered Country, Stewart Edward White, 1st ed., illus., 1915.
Land of Footprints, S. E. White, 1st ed., ill.
Records of Big Game, Rowland Ward, 8th ed., 1922.
Camera Adventures in the African Wilds, A. Radclyffe Dugmore, Doubleday, Page, 1910.
Innermost Asia, Ralph P. Kobbold, Scribners, 1900.
Hunting the Elephant in Africa and Big Game in British East Africa, C. H. Stigand, both 1st eds.
Wild Oxen, Sheep, and Goats of All Lands, 1808: The Great and Small Game of India, 1901; Great and Small Game of Africa, 1899, Lydekker, these three pub. in England, Rowland Ward, Ltd., 1st eds. only.
The Book of Antelopes, Selater and Thomas, large ed., 4 vols., 1894-1900.
Central African Game and Its Sport, Stigand and Lytell, large 1st or 2nd ed.
Big Game Shooting, Radminton Library, 2 vols., large 1st ed.
Short Stalks, Buxton, 2nd series.

Hochschild, Kohn & Co., Howard St., Baltimore, Md.
Cooking Without Mother's Help.
Abba Father, Dr. DeWitt Hyde.
Theory of Sound, 2 vols., Lord Raynesford.
Life and Times of Thomas Jefferson, Thomas Watson, 6 copies.
Napoleon, Thomas Watson.
The Story of the Universe, vol. 1, ed. Singleton.
La Bas, Huysman.
Red Book, 1816-1818, pub. in 2 vols., Baltimore, Md.
Hilary on Her Own, M. B. Grundy.
The Fair Maid of Graystones, Dix.
How Belgium Saved Europe, Sacolea.
Mr. Poliu.
History of the Porter Family of Gloucestershire, England.
Poetical Works of J. Keats, ed. H. Buxton Forman, 1906, Clarendon Press.
M. Hathaway, Embers, Passion Lyrics, Affinity.
Philosophy of Frederick Neitzsche, Doleson.

Paul B. Hoeber, 67 E. 59th St., New York
Fielding, History of Tom Jones, 1st ed.

The Holliday B'kshop, 10 W. 47th St., New York
Mary Stuart Boyd, The Fortunate Isles.

BOOKS WANTED—Continued

Holliday B'kshop—Continued

Hamerton, Peoples of All Nations.
The Studio, Gleeson White, Children's Books and Their Illustrations.
George, W. L., The Making of an Englishman; Little Beloved.
Robinson, W., Wild Garden.

C. S. Hook, Weymouth Apts., Atlantic City, N. J.
Laws, Acts, Codes and Statutes, all states.
High Prices Paid for Rare Early Sessions.
House, Senate, Convention Journals, all states.
Early Southern, Central, Western Newspapers.
Constitutional Convention Items, all states.
All shipments paid for on day of arrival.

John Howell, 328 Post St., San Francisco, Cal.
Hunting with the Bow and Arrow, Saxton Pope.
Evelyn's Diary.
Nesta H. Webster, Caballa.
Walter Pater, 1st eds.
Chivalry, Cabell, 1st ed., illus.
Man and Woman, Havelock Ellis.
Paxton's Life of the Marshall Family.
Art of the Book, Studio Extra.
Catherine of Russia, E. Braley Hodgetts.

Paul Hunter, 401½ Church St., Nashville, Tenn.
Anatole, France, cloth set, 20 vols., Dodd Mead Co.
ed. or Boni & Liveright.
Beveridge, Life of Marshall, 4 vols.
Warren, Supreme in U. S. History.
Thompson, Outline of Science, 4 vols.
E. V. Lucas Books, all or any.
Decameron, compl. in English.
Webster's Collegiate Dictionary; International Dictionary.
Green's Culpepper County, Va.
McKim's Soul of Lea.
Gentleman of Elvas.
Nicholas & Hay, Life of Lincoln.
Wise, Diomed, Story of a Dog.
A. B. Hart, American Nation, 25 or 30 vols.
One set of Jeremy Bentham.

Hunter & Co., 105 E. Broad St., Richmond, Va.
Descendants of Capt. Thomas Carter of Barford
Lancaster Co., Va., pub. J. L. Miller, Thomas,
West Virginia.
All Works of John Esten Cooke.

H. R. Hunting Co., 29 Worthington St., Springfield, Mass.

Spielman & Layard, Kate Greenaway, A. & C. Black.

Reynolds, Supreme Test.
Brainerd, Misdemeanors of Nancy.
Davies, Andrew the Glad.
Alexander, The Cost of Her Pride.
Annunzio, Tales of My Native Town.
Leroux, Mystery of the Yellow Room.
Mackay, Window Gazer.
Tautpheous, At Odds.
Tobenkin, House of Conrad.
Banks, Boys Motiey, 2 copies.
Stockton, Personally Conducted.
Stanley, My Kululu.
Bone, Curiosity Kate.
Bronte, Wuthering Heights, Doran.
Buckrose, Marriage While You Wait.
Canaan, Round the Corner.
Channon, Henley on the Battle Line.
Davis, Moons of Balbanca.
Dickens, Magic Fishbone, Dodd.
Hamp, Trail of the Badger.
Ives, Key to Betsy's Heart.
LaMotte, Undine, H. M. ed.
Lea, Sicily Ann.
McFarlane, Redney McGraw.
McKenna, 66 Hours' Leave.
Martin, Barnabette.
Stoddard, With the Black Prince.
Maynard, Elliott Gray.
Perry, Big Game.
Stephens, Mary, Mary.
Stevenson, Tommie Remington's Battle.
Pendleton, Kidnapping Clarence.

Hyland's Old Bk. Store, 205 4th St., Portland, Ore.
A Wander in the Spirit Land, Franchezzo, trans. by A. Farnese.

Illinois Bk. Exch., 202 S. Clark St., Chicago
Osborne, Questioned Documents.
Watson, Tom, Waterloo.
Ames on Forgery.
Students' Law Books, send lists.

Intl. Art & Science Bk. Co., 35 Nassau St., N. Y.
Scientific Periodicals in sets or long runs.

Internat'l News Co., 83 Duane St., New York
Debate Outlines on Public Questions, Oliver Clinton Carpenter.

Geo. W. Jacobs & Co., 1628 Chestnut St., Phila.
Down There, Huysman.
Drifting Diamond; Game of Life and Death, Lincoln Colcord.

Ulysses, Joyce.
Reformation and Renaissance; Mary First, Queen of England, Stone.

Jefferson B'kshop, 353 Law Bldg., Norfolk, Va.
Forrest, W. S., Hist. and Descriptive Sketches of Norfolk, Va., Phila., 1853.
Archery, Books and Pamphlets on.

E. W. Johnson, 343 E. 140th St., New York
Parton's Life of Aaron Burr, 2 vols.

Johnson's Bookstore, 391 Main St., Springfield, Mass.
H. D., Sea Garden.
Lilly, Introduction to Astrology.
Memoirs of Philippe de Comines.
Moores Almanac 1873.
Prentiss, Pemaquid (the novel).
Abercromby, Pre and Proto.
Routhier, The Centurion.

Jones Book Store, 426 W. 6th St., Los Angeles, Cal.
How to Identify Old Chinese Porcelain, Hodgson.
Elective Affinities, Goethe, Macmillan.

Edw. P. Judd Co., New Haven, Conn.
Religion Within the Limit of Pure Reason, Kant.
Kant's Critique Pure Reason, Mahaffy & B.
Kant's Dreams of Spirit-Seer, Goerwitz.
Educational Theory of Kant, Buchner.
Kant's Philosophy of Law.
Kant, Wallace.
Kant, His Philosophical Revolution, Wenley.
Navy, Eternal, Ricci.
Reckoning, Chambers.
Three Months Under the Snow.
Century Dictionary of Names.

Kendrick-Bellamy Co., 16th St. at Stout, Denver
North American Index Fossils, by Grabau and Skinner.

Kiesers Bk. Store, 221 N. 16th St., Omaha, Neb.
Browne, The Elements of Criminal Law, Bost., 1892.
Sayn, Language.
Little Daughter of the Rich.
Grundy, Hazel of Heather Land.
Burkes, General Armor.
Journals of Alexander Henry.
History of Lee County, Iowa.
The Caroline Islands.

Kilmarnock Books, 4th at Cedar St., St. Paul, Minn.
McKenzie Journals.

Korner & Wood Co., 1512 Euclid Ave., Cleveland
Pirates of New England Coast, Marine Research Society.

Kroch's, 22 N. Michigan Blvd., Chicago
Trimalchio, Dinner of Petronius Arbiter, trans. by Harry T. Peck, Dodd, Mead & Co., 1898.
Bairnsfether Cartoons, 1st and 2nd vols.
Grant Allen, Rome, Florence.
Arthur Symonds, Studies in Seven Arts.

N. M. Ladd Bk. Co., 646 Fulton St., Brooklyn, N.Y.
O'Neill, J. B. Bench and Bar of S. Carolina, 2 vols., Charleston, 1859.

BOOKS WANTED—Continued

Lamar & Barton, 1308 Commerce St., Dallas, Texas
Great Archers and Their Weapons, cloth binding.

E. P. Lambert, 935 S. B'way, Los Angeles, Cal.

[Cash]

Always in the market for old illustrated Manufacturers' Catalogues of lighting fixtures, hardware, furniture, carriages and wagons, stoves and ranges, saddlery. Also quote tailors' and costume plates of men's attire and illustrated Uniform Regulation of any description.

C. E. Lauriat Co., 385 Washington St., Boston :

Plunkett of Tammany Hall, Reardon.

Patience Worth, Yost.

Thackeray and His Daughter, Mrs. Ritchie.

Heroes of the Storm, O'Connor, H. M. Co.

From Sail to Steam, Mahan, Harper.

Light of Four Candles, C. F. King and Lawson.

Selected Essays, Sir Jas. Paget, Longmans.

Lost Fences; Illustrated Family Bible, Kitto.

Society in America; Autobiography, Harriet Martineau.

Rugs in Their Native Land, Eliza Dunn, D. M. & Co.

Shoulders of Atlas, H. B.; Young Lucretia, H. B.;

Giles Corey, H. B., Wilkins.

Our Edible Toadstools and Mushrooms, Gibson.

Quackebos, Hypnotic Therapeutics; Body and Spirit.

Musical Pitch in America, C. R. Cross.

Evolution of Music Through History of the Perfect

Cadencet, A. Casella.

Sonnets; Love's Labor Lost; Merry Wives; Richard

Third, Rolfe ed., leather.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.

Blue Grass Receipt Book.

Father Tom and the Pope, Ferguson.

Little Threads.

Helps Over Hard Places for Boys and also Girls.

N. Liebschutz, 226 W. Jefferson St., Louisville, Ky.

Williston on Contracts, set.

Lincoln Bk. Store, Lincoln, Neb.

Chauncey L. Canfield, Diary of a '49er.

The Literary Lobby, 28 W. 44th St., New York

Van Gogh, Letters of a Post-Impressionist.

George Sand, Chopin.

Charles Dillyean, Bysantia.

Hamerton, Intellectual Life.

Little Brick House, 332 S. Camac St., Philadelphia

Short Tales for Short People.

Jesus Christ, by an Unknown Disciple.

The Country of Horace and Virgil, G. Boissier, trans.

D. H. Fisher, London, Unwin, 1896.

Life of Barron Larry, Surgeon During Napoleonic

Wars.

Little, Brown & Co., 34 Beacon St., Boston

The Man Who Lost Himself, Stackpoole, Dodd,

Mead.

From the Niger to the Nile, Boyd Alexander, pub. by

Longmans.

Locust St. Bk. Shop, 1527 Locust St., Philadelphia

Memories of a Musical Career, C. K. Rogers.

Book on Precious Stones, Streeter.

B. Login & Son, 29 E. 21st St., New York

Forchheimer, Therapeutics of Internal Diseases.

Sims, Marion, Story of My Life.

Cushing, Pituitary Bodies.

Send lists and catalogs of Medical and Chemical

Journals and Books.

Proceedings of Institute of Radio Engineers, set.

Linnaean Fern Bulletin, 1893-1896.

Laennec, Auscultation.

Beaumont, Physiology of Digestion.

Landowdt, Refraction.

Thatcher, American Medical Biography.

Sims, Marion, Story of My Life.

Chemical and Medical Periodicals, sets and vols.

Please send us list of what you have.

Lord & Taylor Bk. Shop, 5th Ave. at 38th St., N. Y.

The Big Show, Elsie Janis, Cosmopolitan Press.

Ancient, Curious and Famous Wills, Harns, Little,

Brown.

Loring, Short & Harmon, 474 Congress, Portland, Me.
By the Way, Foster, Elder, 2 copies.

Lowman & Hanford Co., 616 1st Ave., Seattle, Wash.
Carry, J. W., History of the Chicago Milwaukee
and St. Paul Ry.

Clevenger, Method of Government Surveying.

D'Esparbe's, Geo., La guerre en dentelle La legende

de l'Aigle.

Ellis, H., Evolution of Modesty, No. I; Sexual In-

version, No. II; Erotic Symbolism, No. V.

Lawrence, Creative Principle in the Individual.

Ravage, The Jew Pays.

Robertson, Magellan.

Saltus, Philosophy of Disenchantment; Poms of

Satan.

Santyana, Lucifer.

Spalding, Opportunity.

Strindberg, Inferno.

Thompson, Maurice, Witchery of Archery.

Wright, Pictorial Practical Bulb Growing.

How I Found Livingstone in Central Africa, Samp-

son Low, 12mo, 1890 ed.

Carman, Bliss, Behind the Arras.

Davenport, Quest of the Arabian Horse.

Flammarion, Wonders of Heaven.

Hocking, The Trampled Cross.

Hughes, R., Excuse Me.

Law, Modern Egyptians.

LeBon, The Crowd.

McCaleb, Aaron Burr.

Pollard, Evolution of Parliament.

Page, R. W., Dramatic Moments in American His-

tory, 2 copies.

Schreiner, Women and Labor.

Story, W. W., Roba di Roma.

Thompson, W. H., Archery.

Wren, Wages of Virtue.

Call Mr. Fortune.

Father Ryan's Poems, leath.

Noted Prophecies, Predictions, Omens and Legends

of the Great War, Countess Zalinski.

Lyric Bk. Shop, 222 N. Broadway, Oklahoma City

Quote all dictionaries, any language.

Open for lots of books from 1,000 to 10,000—make

proposition.

Dealers' Catalogs.

McDevitt-Wilson's, 30 Church St., New York

Broun, Heywood, Seeing Things at Night, A. E. F.,

1st ed. only.

Gairdner, Lollardy and the Reformation in England.

Jefferies, Wild Life in Southern Country.

MacLay, History of American Privateers.

Petrie, Arts and Crafts of Ancient Egypt.

Joseph McDonough Co., 174 State St., Albany, N.Y.

Hulbert's Historic Highways, vol. 15.

Trial for the Murder of Dr. Parkman, 1850.

Thaw Trial for Murder of Stanford White.

Porte's Histy. of the Borden Murders, 1893.

Trial of Lewis for the Murder of Mabel Page, Bost.,

1907.

Newman F. McGirr, 107 So. 22nd St., Phila.

Ptolemy, Geographicae, Lugduni 1535, other eds.

Speed, Prospect of the World, London, 1631, imper-

fect may do.

Blome, Geographical Description, 1670.

Davis, History of Bucks County, Penna., 1876.

Pennypacker, Settlement of Germantown, Pa., 1899.

Davis, History of Bucks County, Pa.

Jones, Levering Family.

Keyser, History of Germantown, Penna.

Browne, Sir Thos., Hydirotaphia, Riverside Press,

1907.

Walton, Compleat Angler, Riverside Press, 1909.

Groffroy Tory Painter, Engraver, Riverside Press,

1909.

Franklin Autobiography, Boston, 1906.

Horn-book, an original specimen; Tuer's History of

the Horn-book; also battledore and toy books;

Early American children's books with colored

plates, etc.

The Macmillan Co., 64 Fifth Ave., New York

Westcott and Hort Greek New Testament, Mac-

millan, London, one volume, octavo, two copies.

R. H. Macy & Co., Bk. Dept., Herald Square, N. Y.

How Could You, Jean? Brainerd, pub. Doubleday-

BOOKS WANTED—Continued

James Madison, 544 Market St., San Francisco
Old San Francisco theatre programs, sheet music, periodicals, newspapers and miscellaneous items.

Harry F. Marks, 187 Broadway, New York
Kings Vale Royal, London, 1656.
History of Chester, Omerod, 1819.
Atlas of Cheshire, England.
Pagan Love.
Collected Poems of Lionel Johnson, 1915.
Collected Poems of Agnes Mary F. Robinson, 1902.
Swinburne, Uncollected Works, 6 vols., Chatto & Windus.

Med. Stand. Bk. Co., 301 N. Charles St., Baltimore
Dictionary of Characters and Scenes in the Stories and Poems of Kipling.
The Rector of Claversham, an old English novel, pub. about 20 yrs. ago, any edi.
Arts of Life, by R. R. Bowker (Houghton).
Manual of Ancient History, Thalheimer, American Book Co.
Alexander Speltz, Styles of Ornament from Pre-historic Times, Leipzig, 1915.
Fenger, Dorische Polychrome, A. Ascher, 1886.
Dolmetsche, Historic Style of Ornament, Oxford, 1898.

Methodist Bk. Concern, 740 Rush St., Chicago
My Little Book of Life, by Muriel Strode (McClurg).

Methodist Bk. Concern, 150 Fifth Ave., New York
Lecky's England in the 18th Century.

Michigan State Normal College Library, Ypsilanti
Eaton, Walter Pritchard, Green Trails and Upland pastures.

Horn, Ernest & others, Learn to study readers, Books I and II.
McIlwain, American Revolution.
J. N. Gest, Lawyer in Literature.
Hewlett, Lighthouse.
National Education Asso. Dept., First yearbook, Elementary School Principals.
Siebert, W. H., Underground Railway.

R. M. Mills' Bookstore, Nashville, Tenn.
Raymond, Tell England.

The Missouri Store Co., Columbia, Mo.
Wanted, Rare and Out of Print Catalogs, all issues.
Cohen, Principles of Organic Chemistry, pub. by Dodge Publishing Co., Peoples Library edition.
Frank, Economic History of Rome, pub. by Johns Hopkins Press.

E. V. Mitchell, 27 Lewis St., Hartford, Conn.
Diary Rich Cleveland.
Salem Vessels and Their Voyages, series L, by Ge. Granville, Putnam.
Goethe's Conversations with Eckermann, complete.
Mother Goose Melodies, J. W. Elliot, McLoughlin.
Graver Thoughts Country Parson.
Bad Man, Towne, 2 copies.

Mount's Old Bk. Store, 623 So. Clinton St., Syracuse
Wood, Structural Botany, any by.
Tarbell, Hist. Standard Oil.
Sullivan, Socialism as an Incubus on the Amer. Labor Movement.
Scott, Pleasure of Reading; Friendship of Books.
Maskeline, Theosophy Exposed.
Idea of God, Fiske, Jevon, Allen.
Casson, Crime of Credulity.
Morgan, Houses & House Life of Amer. Aborigines; Amer. Beaver; any by.
Warner, Synopsis of Books; similar items.
Ouspensky, Tertium Organum, s. h.
Harding, Fur Farming; quote others.
Scott, Repudiation of State Debts.
Poore, Pictorial Composition.
Bohm-Bawerk, Karl Marx, anything.
Longstreet, The Adirondacks.
Harris, Great Days (hist. novel).
Kautsky, Hist. Origin of Christianity.
Dickinson; Essays on the Civilizations of India,

Mount's—Continued

China and Japan.
Ellis, Nineteenth Century.

National Bibliophile Service, 1270 Broadway, N. Y.
Abbott, Browning and Meredith.
Schraubstadter, Photo-engraving.
Seymour, Practical lithography.
Hudson, Random recollections of an old political reporter.
Richardson, Foundations of stereo chemistry.
Whittaker, Treatise on Analytical Dynamics, etc.
McDougall, Introduction to social psychology, 11th ed.
Boguslawski, Tactical deductions from the War of 1870-1.
Send for our lists of Books Wanted, issued regularly.

A. Neidorf's Bk. Store, 1817 Pitkin Ave., Bklyn, N.Y.
Sets of Britannica, 11th or 12th Edition.
Sets of Harvard Classics.
Sets of the Book of Knowledge.
Sets of the Jewish Encyclopedia.
Dictionaries, New International and Standard.
Quote prices for cash.

Neighborhood Bk. Shops, 922 Madison Ave., N. Y.
Adams' Conquest of the Tropics, pub. by Doubleday-Page.
Gilliard's Thirteen Years at the Russian Court, pub. by Doran.
Sir Harry Johnston's Livingstone.
My Past, by Countess Larisch von Moennich, pub. by Putnam.

New York State Library, Albany, N. Y.
Jameson, History of Historical Writing in America.
White, W. H., Autobiography of Mark Rutherford.

Newark New Jersey Free Public Library
Brerre, Vocalism, Putnam, 1904.
Hunter, Stiegel glass, Houghton, 1914.

Newbegin's, 358 Post St., San Francisco, Cal.
Items nos. 1, 2, 3, 4 and 5 of the Marine Research Society, can use several copies of each.

Norman, Remington Co., Baltimore, Maryland
Glegg, Use of the Margin.
Lubbock, Bees, Ants and Wasps, Appleton.
Masefield, A Mainsail Haul, frontispiece by Yeats, first ed.; Buccaneer Ballads, by E. H. Visiak, with intro. by Masefield, London, first ed.
Gissing, House of Cobwebs.
Twain, Fireside Conversation in Age of Queen Eliz.
Matthew Arnold, St. Paul and Protestantism, small 8vo., cloth, 1st ed.
Chesterton, Book of Job, with intro. by Chesterton, 1st ed.
Conrad, Nigger of the Narcissus, 8vo. clo., London, 1st ed. 1st issue.
Masefield, Everlasting Mercy, 8vo. clo., London, 1st ed.

Halford, Dry Fly Fishing in Theory and Practice.
Huckel, Larger Life.
Lane, Lee After Appomattox, McE.
Harris, Chronicles of Aunt Minerva Ann., Scribner.
J. M. Williams, An American Town.
Powys, Ebony and Ivory.
Bushnell, Chinese Pottery and Porcelain.
Stanard, Colonial Va.
Willstach, Potomac Landings.
Lyon, Colonial Furniture.
Creevey Papers, 1 vol. ed.
Ship Models, any items.
Chatterton, Ship Models.
Culver, Book of Old Ships.
M. Elliott, Beginning Again at Ararat.
Huysman, Down There, A. & C. Boni.
Davis, Elementary Meteorology.
Jerome, Secret of Woman, Boni & Liveright.
Sienkiewicz, Knights of the Cross, Little, B.
Dehan, The Just Steward.
Bahama Islands, Geog. Soc. of Balto.
Sidgwick, Accolade; Lade of Leisure; Small Maynard.
Barker, British in Boston.
Singleton, Furniture of Our Forefathers, 2 vols.
Beard, Short History of the Amer. Labor Move-

BOOKS WANTED—Continued

Norman, Remington Co.—Continued

ment, Harcourt.

Prideaux, Theory and Use of Indicators.

Romance and Tragedy of Pioneer Life.

Korbin, Lithuanian Village.

Normandie Book Co., Morristown, N. J.

E. Phillips Oppenheim, any 1sts.

Shaw, Unsocial Socialist, 1889; Quintessence of Ibsen-

ism, 1891; Plays Pleasant and Unpleasant, 1898.

Stevenson, Treasure Island, 1883.

Kipling, Light that Failed, 1891 (Heineman).

Dreiser, Sister Carrie, 1900; Free, 1918.

Cabell, Rivet in Grandfather's Neck, 1915.

Pierre Ntley, Room 718, 88 Broad St., Boston

William Allen's Dictionary of American Biography,

pub. by John P. Jewett in 1857.

Interested in old maps of New England. Give price

and condition.

Dictionary of American Biography, pub. by Fran-

cis S. Drake in 1872.

Old Corner Bk. Store, 50 Bromfield St., Boston, Mass.

Chimes from a Jester's Bell, Burdett.

I. & M. Ottenheimer, 800 E. Fayette St.,
Baltimore, Md.We buy Fiction in all Quantities; send in lists and
prices.

E. H. Otting, Warren, O.

Hobbes's Works, 11 vols., 1839-45.

Memoirs Lord Abinger.

Reid, Osceola.

Davenport, By the Ramparts of Jezreel.

Ebers, Bride of the Nile.

Arnold, Wonderful adventures of Phra.

Parry, Scarlet Empire.

Lord Kilmannock, Fevdlith.

Bryce, Am. Commonwealth, vol. 1.

Bledsoe's Theodicy.

Wendt, Teaching of Jesus, vol. 1.

Harold T. Patterson, Box 7, Toccoa, Ga.

Fiske, Provincial Types in American Fiction.

Thomas E. Watson, Bethany.

Johnston, Dukesborough Tales.

Longstreet, Georgia Scenes.

Peabody Bk. Shop, 913 No. Charles St., Baltimore

The Floods of the Mississippi, Sterling.

Kipling set.

Landon's Imaginary Conversations, Eng. ed.

Barker, David, Book of Poems.

Paul Pearlman, 1711 G. St. N. W., Washington, D.C.

England, Darkness and Dawn.

Pearlman's Bk. Shop, 933 G St. N. W.,
Washington, D. C.

Summerhayes, Vanished Arizona.

Bushell, Nature and The Supernatural.

Cocherell, The Major Pamphlet.

Reed, Love Letters of Musician.

Beecroft, How to Know the Ferns.

Daffy, Woman Pine Spring Road.

de Crespigny, When the Path Breaks.

Reynolds, Mrs. Baillie, Thalassa.

Harvard Classics, dark green fabrikoid, vol. 41.

Mitchell's School Geography, 1859 ed.

Nordling, Moonlight Sonata.

Ramaswami Hindu Occult Art Magic.

Old Margaret, Author Unknown.

Reynolds, Inversion Ideas Concerning Structure Uni-

verse.

Kennedy, Rough Rhymes of Padre.

Other Rhymes of Padre.

Wallace, Russia, 2 vols.

Bohn Library Ed. Quintilian's Institute of Oratory.

Purcell & Vickers, Roman Catholic Church Free

Thought.

Pettibone-McLean Co., 73 E. State St., Columbus, O.

McKee, Nat'l Convention and Platform, Treat.

Lawrence, Speechmaking.

Pettibone McLean Co., 23 W. Second St., Dayton, O.
Mlle. de Mompensior's Memoirs, 3 vols. in English.
Life of Lincoln, Nicolay and Hay, 4 vol. ed.

Philadelphia Bk. Co., 22 N. Ninth St., Phila.

Scott-Taggart, Thermionic Vacuum Tubes.

Physicians & Surgeons Bk. Co., 353 W. 59th St., N.Y.

August Forel, Hypnotism and Psychotherapy.

The Pilgrim Press, 19 So. La Salle St., Chicago, Ill.

Bousset's What is Religion?

Fairfield's Letters on Baptism.

Plainfield Bk. Shop, 321 Park Ave., Plainfield, N. J.

Italian Renaissance, J. Addington Symons.

Pomeroy's, Harrisburg, Penn.

Nada of the Lilly, by Rider Haggard.

Portland, Oregon, Library Association

Engineering and Contracting, Jan. 31, Mar. 7, and

May 30, 1923.

Merchants Record and Show Window, vol. 54; num-

bers 1, 2, 4 and 6.

Powers Mercantile Co., Minneapolis

Cornwallis Harris, Wild Sports of South Africa.

Gordon Cummings, Hunters Life in South Africa.

Baldwin's, African Hunting.

Drummonds, Large Game and Natural History of

British Africa.

Selous, Travel and Adventure in S. E. Africa.

Selous, African Nature Notes.

E. Millais, A Breath from the Veldt.

Alfred Neumann; Vaughan Kirby; African hunting

books.

Fitzgerald, Jock of the Bushveldt.

Presbyterian Bk. Store, Witherspoon Bldg., Phila.

Through Man to God.

Scenes of Wonder in Many Lands.

The Land of Long Ago.

Rivals of Christianity.

Presbyterian Bk. Store, Granite Bldg.,
Pittsburgh, Pa.

Prayers of the Bible, McFadyen.

Putnams, 2 W. 45th St., New York

Arrhenius, Worlds in the Making.

Carpenter, Profit Making in Shop and Factory Man-

agement.

Cobb, Alaric; The Keystone.

Davidson, Opera Plots, vol. 2.

Demmin, Illustrated History of Arms and Armor.

Dow, Patent Sermons, 1860.

Dresser, Methods and Problems of Spiritual Healing.

English Governess at the Siamese Court.

Gibbs, Economical Cooking for Two.

Goldsmith, Poems, ill. by Dalziel, 1865.

Harriot, New Foundand of Virginia De Bray.

Gavit, Americans by Choice.

Henderson, Stonewall Jackson, large 8vo.

Hewlett, Spanish Jade.

Hopkins, Religions of India.

Irving, Life of Washington, large paper ed., vol. 5

only, or set.

Jewett, Mother Mollie.

Lucy, England in 18th Century, 8 vols., 1902.

Le Gallienne, Vanishing Roads.

Life of Leon Jerome.

Merwin, Aaron Burr.

Minot, Problem of Age, Growth and Death.

Montague, Business Competition and the Law.

Niles, Bog-Trotting for Orchids.

Onions, Tales from a Far Riding.

Orczy, Son of the People.

Pierson, Dooryard Stories.

Roosevelt, Big Game Hunting; Hunting Trips of

Ranchman (Medora Edi.).

Roosevelt, Wilderness Hunter, L. P. Edi.

Rowley, Art of Taxidermy.

Sage, Rhymes of Real Children.

Smith, Illustrated Symbols and Emblems.

Shirwell, Life of General Sucre.

Walton, Hermit and His Wild Friends.

Wilcox, Rockies of Canada.

Wilstack, Potomac Landings.

Foster, Autograph Letter of Stephen.

Portrait of Stephen Foster.

Autograph Letter of Alexander Wilson, Ornithologist

BOOKS WANTED—Continued

Putnams—Continued

of Kentucky.
 Portrait of Alexander Wilson.
 Washington, D. C., paper, April 15, 1865.
 Richmond, Mrs. Red Pepper; Red and Black; Red Pepper's Patients.
 Why I Love You.
 Prideaux, An Historical Sketch of Bookbinding; Modern Bookbindings.
 Hannett, Art of Bookbinding in all its Branches.
 Halliday, Bookbinding as a Handwork Subject.
 Hoe, 172 Historic Bookbindings from Library of Robert Hoe.
 Davenport, Life of Samuel Mearne.
 Davenport, Cameo Bookstamps illustrated and Described.
 Clouth & Stephens, Manual of Library Bookbinding.
 Bouchot, Printed Book.
 Bowdoin, Rise of the Book Plate.
 Watson, British and Foreign Marbles and other Ornamental Stones.
 Burnham, History and Uses of Limestones and Marbles.
 Temples of Aegin and Bassoe.
 Wood, Discoveries at Ephesus.
 Westropp, Early and Imperial Rome.
 Lee, Marble and Marble Workers.
 Jervis, Mineral Resources of Central Italy.
 Hall, Report on Building Stones.
 Newberry, Building and Ornamental Stones.

Queen City Bk Co., 182 Franklin St., Buffalo, N. Y.
 Am. Mercury, May, July, 1924.
 Int. Studio, 1922, Oct., Nov.; 1923, Dec.; 1924, all except Oct., Nov., Dec.
 Sax Rohmer, Devil Doctor; Exploits Capt. O'Hagen; Mystery of Dr. Fu-Manchu; Si-Fan Mysteries; Orchard of Tears; Sins of Severac Bablon; Haunting of Low Fennel.

Rare Book Co., 99 Nassau St., New York
 Cyclopaedia of Wonders and Curiosities, 2 vols.
 Patten's Adventure and Romance.
 Goldsmith's Napoleon.
 Chronicles of Matthew Paris in English.
 Hammurabi, The Oldest Code of Laws, translated by C. H. W. Jones, 1905.
 Acts of the Legislatures of all States.
 Christian Science Books and Pamphlets.
 The Rare Book Shop, 723 17th St., Wash., D. C.
 Ford, Writings of Washington.
 Book of Knowledge, 2 sets.
 The Spoor Family.
 A. L. S. of Smith Thompson.
 A. L. S. of Daniel D. Tompkins.
 Callahan, Diplomatic Hist. of the Southern Confederacy.
 Chesnut, Diary from Dixie.
 Sorrell, Recollections of a Confederate Staff Officer.
 Reminiscences of Senator William M. Stewart.
 Civil Hist. of the Confederate Government, Curry.
 Bulloch, Secret Hist. of the Confederate States.
 DuBose, Life of William L. Lancy.
 Stovall, Robert Tombs.
 F. Fessenden, Life of W. P. Fessenden.
 Bigelow, France and the Confederate Navy.

Raymer's Bk. Store 5 N. Division Ave., Grand Rapids, Mich.
 Capital Punishment in the United States, Raymond Thomas Bye.
 What England Can Teach us About Gardening, Miller.

Raymer's, 1360 1st Ave., Seattle
 Lord Roldyn, Alan Cunningham, 2 vol.
 Poems, Alan Cunningham.
 Girl Who Proposed, Berta Ruck.
 Plastering, plain and decorative, or other books by Wm. Miller.

E. R. Rea, 39 Pond St., Jamaica Plains, Mass.
 Riker's History of Harlem.
 Pond, James B., Eccentricities of Genius.
 Parkman, Francis, Clean set, complete works.
 Morley, Christopher, 1st Editions.
 Nye, Bill, first editions.

E. R. Rea—Continued

Brooks, Charles S., first editions.
 Meynell, Alice, first editions.
 Peter Reilly Co., 133 N. 13th St., Phila.
 Gissing; Charles Dickens; Dodd-Mead.
 Food and Chemicals, by Victor G. Rocine.

C. V. Ritter, 17 No. Wabash Ave., Chicago, Ill.
 S. S. Cox, Why we laugh, Harper, 1876.
 Barnum, Struggles and Triumphs, 1875, Courier Co., Buffalo.
 Beaumont and Fletcher, Knight of the burning pestle, ed. by H. S. Murch, 1909, Yale (Yale studies in English, v. 33.)
 Chancellor, Our city schools; their direction and management, 1908, Heath.
 Hofmansthal, Madonna Dianora, Badger.
 Magill Pantomines, 1804, Werner & Co.
 Bankside Restoration Edition of Shakespeare.
 Sturgis, Dictionary of Architecture and Building.

E. R. Robinson, 410 River St., Troy, N. Y.

Any Leffingwell Genealogy.
 Any Hotten's Publications.
 Bullen, A. H., Speculum Amantis; Musa Proterva.
 Baker, K. W., Blue Smoke.
 Boyd, W., From Locke to Montessori.
 Crutwell, History of Roman Literature.
 Chamberlain, Things Japanese.
 Cowels, Favorite Songs.
 Doyle, A. C., Crime of the Congo.
 Dudley and Kellor, Athletic Games in the Education of Women.
 Duruy, V., Ancient History of the East.
 Euler-Chelpin, General Chemistry of Enzymes.
 English Associations: Essays and Studies, vols. 2, 3, 4.
 Erb, Wilhelm, Handbook of Electro-Therapeutics.
 Fillmore, P., The Rosie World.
 Follett, Mrs. I. L., Table Decorations and Delicacies.
 Foster, W. T., Should Students Study.
 Genealogy of Hiram Cornell, Ulster Co., N. Y.
 Goodfellow, J., Dietetics: Value of Bread.
 Gosse, E., Samuel Richardson.
 Graves, L., Modern Dietetics.
 History of St. Louis Containing Notes on the Leffingwell Family.
 Hendrickson, American Journal of Philology.
 Harper, Dictionary of Classical Antiquities.
 Hart, A. B., Foundations of American Policy.
 Henderson, A. C., Adam's Dream and Other Plays.
 Ives, H. E., Fine Art of Photography.
 Long, Dr., Sane Sex Life and Sane Sex Living.
 Lachman, A., The Spirit of Organic Chemistry.
 Laignel-Lavastine, M., Internal Secretions and Nervous System.
 Lounsbury, T., Yale Book of American Verse.
 Masefield, J., Gallipoli; Battle of the Somme; Old Forest Line.
 McQuaig, W. W., Poems (The Song of the Shanty Men).
 Maeterlinck, Quest of Youth.
 Marks, J., A Girl's Student Days and After.
 Mason, D. G., The Art of Music Series.
 Miller, Photographic History of the Civil War.
 Miller and Park, Old World Traits Transplanted.
 Morgan, A., The American Girl.
 Moore, H. L., Economic Cycles; Law and Cause.
 O'Neill, E. G., Chris Christopherson.
 Percy, Bp., Folio Manuscript; Loose and Humorous Songs.
 Paddock, A. E., Overtaking the Centuries.
 Radford, W. A., Combined House and Barn Plans.
 Robie, Dr., Art of Love.
 Ravenhill, A., Household Administration.
 Smith, G. E., The Racing Maxims and Methods of Pittsburg Phil.
 Smith, Dictionary of Greek and Roman Antiquities.
 Sellar, Roman Poets.
 Sisson, E. O., Essentials of Character.
 Thorburn, H., Christian Citizenship for Girls.
 Tyrrell, Latin in Poetry.
 Westlake, Treatise on Stained Glass.
 Villey, P., Montaigne et Bacon.
 Washburn, Color of the East.
 Watson, Embryology.
 Wright, Mrs. M., The Open Window.

BOOKS WANTED—Continued

Robson & Adee, 312 Union St., Schenectady, N. Y.
Inman, Ancient Faith.
Dean, Serpent Worship.
Brinton, Religious Instinct; Myths of New World.

H. Taylor Rogers, Asheville, N. C.

Italian Renaissance, by R. A. Taylor.

A. Roggenburger, 2551 No. Eighteenth St., Phila.
Hanna's Wilderness Trail.

Thackeray's Works, vol. 2, Pendennis, 12 vol., red cloth, Smith, Elder, London, 1871 edition.

Burton's Arabian Nights, vols. 1, 2 and 3 of the 12 vol. edition.

Mitchell, S. W., Hugh Wynne and Afar in the Forest, definitive edition, green buckram, leather label.

The Rosenbach Co., 1320 Walnut St., Philadelphia
Dasent, Story of Burnt Njal, 2 vols., Edinburgh edition.

Dresden Edition of Ingersoll's Works.

First editions of Fiona Macleod.

Diary of Philip V. Fithian.

J. K. Ruebush Co., Dayton, Virginia

Adams, T., Jefferson and University of Va.

Bogart, Daniel Boone.

Browning, Americans of Royal Descent, 2 vols.

Hale, Trans-Allghany Pioneers.

Hulbert, Indian Thoroughfares.

Lear, Letters and Recollections of G. Washington.

Moore, Diary of the American Revolution, 2 vols.

Pollard, Lee and His Lieutenants.

Saffell's List of Revolutionary Soldiers.

Taylor, Four Years With Gen. Lee.

Tyler, Williamsburg.

Virginia Items.

St. Louis Public Library, Olive, 13th and 14th Sts., St. Louis, Mo.

Arteaga, Practical Spanish.

Bacon, D., Philosophy of the plays of Shakespeare.

St. Paul Bk. & Stat. Co., 55 E. Sixth St., St. Paul, Minn.

Pecklesheim, Adventures of the U-202.

Sather Gate Bk. Shop, 2235 Telegraph Ave., Berkeley, Cal.

Coulevain, Pierre, Unknown Isle (Funk).

Stevenson, Prince Otto, green limp leather, Scribner

Stevenson, Amateur Emigrant, green limp leather, Scribner.

Treves, Country of the Ring and the Book, Funk and Wagnalls.

Schaefer & Koradi, 407 Callowhill St., Philadelphia

Rupp, French and Indian War, and other books by Rupp.

History of Dauphin Co., Pa., and other counties.

Schmalzried Bk. Shop, 911 Main St., Dallas, Texas

Law of Laws, by S. P. Wait.

Seaman's Friend, by R. H. Dana.

Queens of the Renaissance, by Ryley.

Business Cycles, by Mitchell.

Ecclesiastical Research, by Robinson.

Corn Tassels, by W. R. H. Dunroy.

My Lady Caprice, by Jeffry Farnol.

Southerner, by Cyrus T. Brady.

Mr. Potter of Texas, by Gunter.

Dick Rodney, by James Grant.

Eusebius Ecclesiastical History.

Any books, maps or pamphlets published before 1875 dealing with any phase of the occurrence, product, on or refining of petroleum.

Schoenhof's, 387 Washington St., Boston, Mass.

The German Classics translated into English, patron's edition in 20 vols., illustrated, The German Publication Society, N. Y.

Schulte's Bk. Store, 80 Fourth Ave., New York

Sardis, published by Revell Co.

Equitation, by De Souza.

Thorne. Dictionary Applied Chemistry, vol. V, 1912 edition.

Schulte's Book Store—Continued

Trumbull, Blood Covenant.

Kerr's Travels in America.

Bolton Hall, Halo of Grief.

Bolton Hall, Master of Grief.

Boyce, Illustrated South America.

Aleister Crowley, any items.

Economics for Executive, complete set.

Scranton's, Rochester, N. Y.

Peter Whiffie, first edition.

History of the Western Union Company.

Life of Thomas Eckert.

Gibb's Romance of George Villiers.

Sea Gull.

Percy's Reliques.

Bartemens' Naval Occasions.

Bartemens' A Tall Ship on Other Naval Occasions.

F. Hudson Moore, Old Pewter.

Chas. Scribner's Sons, Fifth Ave. at 48th St., N. Y.

Andrews, Perfect Tribute, edition in leather only.

Bartusch, Peinture-Graveur, 21 vols.

Beructe, Water Marks.

Birrell, Obiter Dicta, Scribner.

Buell, Paul Jones, 2 vols., Scribner.

Davey, N., Pilgrims of a Smile, Doran.

Ducane, Flowers and Gardens of Japan, A. & C. Black.

Dumas, Olympe de Cleves, 2 vols., Handy Lib. Ed., Little, Brown.

Dumas, Regent's Daughter, Handy Lib. Ed., Little, Brown.

Fenollosa, Epochs of Chinese and Japanese Art, vol. II only, Stokes.

Fraprie, Castles and Keeps of Scotland, Page.

Graham, Where Socialism Failed, McBride.

Hayden's, Dictionary of Dates and Universal Information, Putnam.

Howard, G. E., History International Institutions Chiefly in England and the U. S., 3 vols., Univ. of Chicago Press.

Hyatt, A. H., Charm of Paris, Chatto & Windus.

Jung, Theory of Psycho-Analysis, Nervous and

Mental Disease Pub. Co., Washington, D. C.

Kingsley, R. G., History of French Art, Longmans, Green.

Kuhns, A One-sided Autobiography.

Lathbury, Being with the Upturned Face, Funk.

Leach, H. G., Scandinavia of the Scandinavians, Scribner.

Lillie, Nan, Harper.

Menpes, M., Japan, A. & C. Black.

Passavant, D. J. B., Art.

Toreau, H. D., Cape Cod, colored illus. by A. M.

Watson, Houghton, 1896.

Waddington, Italian Letters of a Diplomat's Wife, Scribner.

Wigram, Northern Spain, A. & C. Black.

Charles Sessler, 1314 Walnut St., Phila.

Buelah Land, by Roy Hilton.

Youth's Pilgrimage, by Roy Hilton.

Eighth Sin, by Morley.

First editions of James.

29 vol., Encyclopaedia, cloth.

Dresden edition of Ingersoll.

On the Heights of Himalay, by a Vander Naillen.

Balthazar, by Vander Naillen.

Ruined Abbeys of Great Britain, by Cram.

Pagan Counterfeits in Christian Church.

Encyclopedia Britannica.

H. J. Shanley & Co., 5 Church St., Burlington, Vt.

Hillsboro People, by Dorothy Canfield Fisher, pub. by Holt.

Shaw Bk. Shop, 41 Monroe Ave., Grand Rapids, Michigan

Who Goes There? Benson.

Shepard Bk. Co., 408 S. State St., Salt Lake City, Utah

Kostlin's Life of Luther.

Sherwood's, 24 Beekman St., New York

Yankee Travels Through Island of Cuba, Demoticus Philaethes, App., 1856.

Traveling Bear's Detectives, S. Eaton, Barse & Hopkins.

BOOKS WANTED—Continued

Sherwood's—Continued

Miscellaneous and Posthumous Works of Henry T. Buckle, Biography of H. T. Buckle, 3 vols., Huth. Memoirs of a Baby, J. D. Bacon. Diomed, J. S. Wise.

S. D. Siler, 1000 Canal St., New Orleans

Rohmer, Captain O'Hagan; Orchard of Tears; Sins of Severac Babbion; Haunting of Low Fennell; Mysteries of Si Fiu.

John Skinner, 44 N. Pearl St., Albany, N. Y.

Nat. Geog. Magazine, Jan., 1912.
Durham, Conn., History of.
Westchester Co., Bolton, vol. 1 only.
Clock Books.
Great God Success, Phillips.

Springfield, Mass., City Library Assn.

Ballads of famous fights, H. Froude.
Bennett, Helen with the high hand.
Brubaker, Ranny.
Buckrose, Gay morning, 5.
Carey, Barbara Heathcote's trial, 2.
Clouston, Mystery of No. 47, 2.
Daviss, Rose of old Harpeth, 2.
Endicott, Carolyn of the sunny heart, 5.
Hale, Susan's escort.
Hanshew, Cleck, the master detective, 2.
King, Wild olive, 4.
Lea, Sicily Ann, 3.
Leroux, Mystery of the Yellow Room, 6.
Lincoln, C. O. D., 4.
Palmer, The Last Shot.
Parrish, Sword of the Old Frontier, 2.
Rath, Mantle of Silence, 2.
Sawyer, Herself, Himself and Myself, 2.
Scott, Counsel for the Defence, 2.
Stockton, Associate Hermits.
Van Schaick, Girl at Big Loan Post, 3; Peace of Roaring River, 3.
Warman, Express Messenger.
Wood, Yale Yarns, Putnam.
Engineering Record, Dec. 12, 1908, and July 11, 1908.
Austen, Jane, Persuasion.
Richardson, Clarissa Harlowe.
Carrington, Prints and Their Makers, Century.
Gettamy, True Story of Paul Revere, Little.
Howells, Sleeping Car.
Knowles, Poetry of Wit and Humor, Page.
Mass. Hist. Soc. Collections, vol. 10.
Withington, E., comp., Lullabies of Many Lands, Caldwell.

Stamford B'kstore, 482 Main St., Stamford, Conn.
Fox, Chain of Prayer, Dutton.

P. Stammer, 61 Fourth Ave., New York

Aldwich, Wholesale Prices and Transportation.
Cook's Nightingale, vol. 1 or set.
Equinox, odd vols. or set.
Harris, Oscar Wilde, vol. 1 or set.
Johnson, Neglected Points Regarding Crises.
Millar, Plastering.
Morman, Principles Rural Credit.
Phillips, Art and Environment.
Winter, Other Days.

G. E. Stechert & Co., 31 E. 10th St., New York

Adams & Nichols, Pathology, 2 vols., Lea.
Alling, Aber, Experiment in Education, A. B. C.
Bolton, Scotch-Irish Pioneers, Boston.
Bowen, Washington Centennial Celebration, 1892, N. Y.
Buck, Travel and Description, Ill. State Hist.
Buckley, Syphilis in the Innocent.
Dedekind, Theory of Numbers, Open Ct.
De Montmorency, Thomas A. Kempis, Putnam.
Dolezarek, Theory Lead Accumulator, Wiley.
Engineering, vols. 104 to 115.
Ford, Scotch-Irish in Am., Princeton.
Foster, Should Students Study?, Harper.
Henderson, Cause, Cure Crime, McClurg.
Herbert, Country Parson, Lgms.
Husik, Mediaeval Jewish Philos., Mac.
Kelly, Human Nature in Business, Putnam.

G. E. Stechert & Co.—Continued

McClendon, Physical Chem. Vital Phenomena.
Messuarier, Key Johnson, Diff. Equations.
Murray, Intro. to Psychology, Little, Br.
Pearl, Nation's Food, Saunders.
Sandwich, How to Study, Scott.
Sang, Corrosion Iron and Steel, McGraw.
Shryer, Analytical Advertising.
Stephenson, Polit. Hist. Public Lands, Badger.
Street, Ruskin's Prin. Art Crit., Duffield.
Veiller, Housing Reform, Charities.
Wallace, Agricultural Prices.
Webner, Factory Costs, Ronald.
Wentworth, and Others, Algebraic Analysis, Wiley.

E. Steiger & Co., 49 Murray St., New York

Sudermann, Honor.
Maddin, The Empire (National History of France).
Petrie, Revolution of Civilization.
Laughton, Eugenical Sterilization in the U. S.
W. Irving's Works.
Breck, Way of the Woods.

W. K. Stewart Co., 44 E. Washington St., Indianapolis, Ind.

Music Master, Klein, 2, quote prices.

W. K. Stewart Co., Louisville, Ky.

Story of Nazareen, Noah K. Davis.

Harry Stone, 137 Fourth Ave., New York

Hunter's Book on Glass.
Brown's New York City Manuals.
Borrows' Criminal Trials.
Colorado, a series of lith. drawings pub. by J. Bien, 1880.
Walt Whitman, Leaves of Grass, 1st ed.
Roosevelt, A Book Lover's Holiday in the Open, 1st ed.; American Ideals and Other Essays, 1st ed.; Applied Essays, 1st ed.; America and The World War, 1st ed.; any 1st eds.

Guy Stonestreet, 507 Fifth Ave., New York

Shakespeare's Stage, Thorndike.
The Shakespearian Stage, Albright.
Shakespeare to Sheridan, Oliver Thaler.
Their Magesties' Servants, Dr. Doran.
Limited ed. of Capt. Marryatt, 24 vols.

Swinton & Co., 123 S. Franklin St., Saginaw, Mich.

Life of Morley Puchen, F. W. McDonald.
Ency. Britannica, 2nd-hand.
Reading Character at Sight, Katherine Blackford, M.D.

Their Bk. Shop, 5 Pikes Peak Ave., Colorado Springs

Frank Harris's Oscar Wilde, vol. 1.

Thompson Bk. Co., 1 Court Sq., Montgomery, Ala.

Pickett's History of Alabama, original ed., 2 vols.
Pickett's History of Alabama, Owen's ed., 1 vol.
Peter J. Hamilton, Colonial Mobile.

L. M. Thompson, 24 Stone St., New York

Hamlet, Tonson, London, 1734.
English Notes, Boston Daily Mail Office, 1842; this was a Yankee Nation Extra, pub. in connection with the periodical, The Yankee Nation.
As You Like It, Tonson, London, 1734.
Walker issues of Shakespeare Plays, 1734-5.

Thoms & Eron, 34 Barclay St., New York

Luchaire, Social France in Time of Philip Augustus.
Luria, Lectures Faciles, in Spanish.
Ebers, Die Milbrant, 3 vols.
Lagerlof, Eine Gutsgechichte, German.
Wells, Nei Giorn della Comelia, Italian.
Bonner, Black Eagle Mystery.
Castle, Rose of the World.
Mamates, Amarilly in Love.
Nicholson, Little Brown Jug at Kildare.
Parrish, My Lady of the South.
Snaith, Sailor.
Vance, False Faces.
Van Schaick, Top-Floor Idyl.
Warman, Snow on the Headlight.
Kenilworth, Study of Oscar Wilde, 2 cop.
O'Reilly, How to Become a Patrolman.

Thorburn & Abbott, 113 Sparks St., Ottawa, Can.

Burpee, Search for the Western Sea.

BOOKS WANTED—Continued

Thorburn & Abbott—Continued

Laut, Vikings of the Pacific.
Schwalkai, Along Alaskas Great River.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.
Hearts and a Diamond, Beaumont.
Secret of Hegel, Stirling.
History for Ready Reference, Larned.

University of Illinois Library, Urbana, Ill.
Sloane, T. O., Elementary Electrical Calculations, 1909.

University of New Hampshire Lib'y, Durham N. H.
Paetow Guide to the Study of Medieval History, pub. by the University of California.

University of No. Carolina Lib'y, Chapel Hill, N.C.
Dicey, Parties.
Freeman & Chandler, The World's Commercial Products.
Hitchcock, Powers and Duties of Sheriffs, Constables and Tax Collectors in the New England States.
McGehee, Due Process of Law.

University of Oregon Library, Eugene, Ore.
Harvard Classics.

University of Pennsylvania Library, Philadelphia
Ade, Hand-made Fables, Doubleday, 1920.
Appleton's Cyclopedia of American Biography, vols. 9 and 10.
Bechtel, 135,000 Words Spelled and Pronounced, Jacobs, 1911.
Eddie, Current, Social and Industrial Forces, Boni, 1920.
Guerber, Stories of Shakespeare's Tragedies, Dodd, 1911.
Lee, Principles of Public Speaking, Putnam, 1899.
Leslie, Eliza, Russell and Sidney and Charles Loring, Tales of the American Revolution.
MacManus, Through the Turf Smoke, Doubleday, 1899.
Poe, Works, vol. 2, Poems and Tales, Redfield, 1856; Works, vol. 1, Widdeton, 1863.
Raymond, Life in Song, Putnam, 1908.
Schwegler, Handbook of the History of Philosophy, tr. by Sterling, Putnam, 1876.

Geo. Wahr, 103 N. Main St., Ann Arbor, Mich.
Caines, Political Economy, Its Character & Logical Methods, 1815 ed.
Crawford, The Upper Berth, pub. by Putnams.

Walden Bk. Shops, 410 N. Michigan Ave., Chicago
Ade's Fables, by George Ade.
Gorgonic Isles, by Atherton.
Love and the Universe, by Watson.

Walden Bk. Shop, 307 Plymouth Ct., Chicago
The Economic & Social Role of Fashion, Clerget.
Etchings and Prints of Harvard, Yale, Princeton.

John Wanamaker, Bk. Dept., New York

Cleek, the Man of Forty Faces, Hanshaw.
Aire and Ballads, John McClure.
Architectural Dictionary, Sturgis and others, 3 vols., pub. MacMillan.
Plunpitt of Tommy Hall, W. L. Riordan, pub. McClure Phillip.
Miss Philura's Wedding Gown.
Story of My Life, Ellen Terry, pub. Doubleday, Page.
The Arkansas Traveler.
Charlotte Temple.
Pericles and the Golden Age of Athens, E. Abbot.
How to Write Poetry, E. M. Colson.
Little Journeys to the Homes of the Great Artists, E. Hubbard.
Fresh Air and How to Use It, T. S. Carrington.
Three Years at Russian Court, Gilliard, pub. Doran.
G. F. Warfield & Co., 77 Asylum St., Hartford, Conn.
Ulysses, James Joyce, paper.

Coming!

Whitaker's Cumulative Book List

A *classified* catalog of all books published in England during the calendar year, together with an *index to authors and titles*. Issued in quarterly cumulative parts, the fourth quarter covering the complete year.

Annual subscription for 1925, \$5.00.

The Annual cumulated volume covering the books of 1924, \$3.50.

Invaluable for information concerning current English publications, especially as its arrangement groups all works on any given subject.

Published in London by

J. WHITAKER & SONS

R. R. Bowker Co.

American Agent

62 West 45th Street, New York

BOOKS WANTED—Continued

Edgar H. Wells & Co., 41a E. 47th St., New York
 Appleton's Encycl. Amer. Biog., vol. 7.
 Arnold Arboretum, pts. 2 and 4, or complete vol.
 Haliburton, T. C., 1st eds., A. L. S., etc.
 Heald, Symptoms of Diseases in Plants
 Kingsford & Maitland, Perfect Way, 1st ed.
 McGovern, Modern Japan.
 Pittsburgh Falls.

B. Westermann Co., 30 E. 20th St., New York
 Browning, History of Educational Theories, N. Y., 1888.

Geo. F. Wharton, 609 Baronne St., New Orleans, La.
 Through Man to God, Gordon.

Whitlock's, 219 Elm St., New Haven, Conn.
 Cousins and Riley, Colonial Architecture of Philadelphia.
 Edwards' Silhouettes.
 Kellogg, Popular Expansion of Evolution.
 Mayne Reid, Works, complete set.
 Ollendorf Spanish Course, Spanish to Learn English.
 Whitlock, Family, History, Genealogy, anything.
 Woolf, Economic Imperialism.
 Kapper, Overhead Transmission Lines.
 Lamd, Dynamical Theory of Sound.
 Laughlin, Eugenic Sterilization in U. S.
 Nutting, Antiques.

FOR SALE

To Close an Estate

Successful neighborhood book-shop,
 well located on corner in heart of one
 of New York's best residential districts.
 Has been stocked and managed by man
 of fine literary taste. Also has good
 circulating library. For full informa-
 tion, address C. R. Davis, CHICAGO
 TITLE & TRUST CO., TRUSTEE,
 69 W. Washington St., Chicago.

Frank J. Wilder, 28 Warren Ave., Somerville, Bos-
 ton 42, Mass.

Baltimore, Md. and Its People, Hall.
 Baltimore City and County, Scharf, 1881.
 Caroline Co., Md., Noble, 1920.
 Chamberlain Genealogy, 1880.
 Cope Genealogy, 1861.
 Gitzendanner Genealogy, 1890.
 Glastonbury, Conn. for 200 Years, 1853.
 Hoagland Genealogy, Carpenter, 1891.
 Huges Genealogy, 1853.
 Hurlbut Genealogy, 1888.
 Index, Maryland House and Senate Journals, 3 vols., 1866-7.
 King Genealogy, Hartford, 1897.
 Leonard Genealogy, 1911.
 Mann Memorial, 1884.
 Mattatuck, L. I., Craven, 1906.
 Middletown, Conn., Upper Houses, 1908.
 Old Maryland Families, Bromwell, 1916.
 Pocomoke City, Md., Murray, 1883.
 Valentine's Manuals, any.
 Westchester Co., N. Y., 2 vols., 1905.
 Any Genealogical Book or Pamphlet.
 Any Town or County History.

J. I. Williams Bk. Co., 24 Pearl St., Worcester, Mass.
 Book on Sandwich Glass.

Wilmington Institute Free Library, Wilmington, Del.
 Frederick, Household Engineering.
 Kuns, Automotive Trade Training.

Wilmington Inst. Lib.—Continued

Manning, H. P., The Fourth Dimension Simply
 Explained.
 Phillips, Engineering Chemistry.
 Soper, Scrap-book, Recitation Series, vol. 2.
 Wister, Ulysses S. Grant.
 Young, Opera Stories.

Arthur R. Womrath, 21 W. 45th St., New York
 A Handbook of Architectural Styles, Rosengarten.
 Rabelais in 5 vols.
 From Kingdom to Colony.
 Irwin, M. E. F., Come Out to Play.
 Elizabeth, Caravanners; Fraulein Schmidt and Mr.
 Anstruther.
 Seely, Domestic Servants, Their Rights and Duties.
 Old New York Frontiers.
 White Magic.

Ed. Wren Co., Bk. Dept., 23 High St., Springfield, O.
 Martha Lippman's Making Over Martha.

W. Lloyd Wright, 1908 G St., N.W., Wash., D. C.
 Mary Dillon, The Patience of John Morland, Double-
 day, Page, 1909.
 L. H. Bailey, Sketch of the Evolution of Our Native
 Fruits, Macmillan, 1898.
 Eunice Tripler, Some Notes of Her Personal Recol-
 lections, Grafton Press, 1910.
 J. C. Harris, Uncle Remus and the Little Boy, Boston,
 1910; Uncle Remus and His Friends, Boston, 1914;
 Stories of Georgia, 1896.
 T. N. Page, Befe de War, 1888; Two Little Confed-
 erates, 1888.
 J. L. Allen, Kentucky Warbler, 1918; Two Gentlemen
 of Kentucky, 1899.
 G. W. Cable, Famous Adventures and Escapes, 1893.

Zenith Bk. Co., Box 188, St. Paul, Minn.

Bernheim, Suggestive Therapeutics.
 Crowley, Catholic School, any.
 Morse, S. F. B., The Foreign Conspiracy.

BOOKS FOR SALE

E. A. Brininstool, Box 1072, Sta. C, Los Angeles, Cal.
 Selling off my private library Western Americana.
 Buyers get in touch with me for bargains.

Frank E. Damato, 165 E. 34th St., New York
 The Snappy Thinking Cross-word Puzzle Book, 50
 puzzles 25c., boards, wholesale price 15c.

A. R. Gierow, 412 S. Stewart, Big Rapids, Mich.
 Harris, Frank, My Life & Loves.
 Moore, George, Avowals.

Harlem Bk. Co., 53 W. 125th St., N. Y.

Modern Seamanship Knight, 7th ed. new books. 25c.
 ea.; in 100 lots 20c. ea.

G. E. Merritt, 23 E. Merrimack St., Lowell, Mass.
 M. E. Braddon's Works, 116 vols., Tauchnitz ed., 16
 cl. as new \$20.

I. & M. Ottenheimer, 800 E. Fayette St., Baltimore
 Write at once for our New Bargain List of Sets
 and Remainders. It will pay you.

E. H. Stieck & Son, 312 N. Washington Ave., Scrant-
 on, Pa.

Complete Sets 2nd Penna. Geological Survey, also
 thousands odd vols. of Survey.

BOOK-TRADE OPPORTUNITIES

(Twenty Cents a Line)

BUSINESS FOR SALE

BOOK STORE For Sale in Wisconsin, est. 28 years.
 Will sell at inventory. P. S., care Publishers'
 Weekly.

BUSINESS FOR SALE—Continued

BOOK and Stationery Store, with Circulating Library; Library income pays rent. A rare opportunity for an aggressive business person. Business will stand thorough investigation. References furnished. B. E. L., care Publishers' Weekly.

BUSINESS OPPORTUNITIES

AGENTS required in West, Central and East U. S. to secure orders for EUROPEAN books on commission basis. Write Dept. 17, Foyle's, Ltd., 121-123, Charing Cross Rd., London, W.C.2, Eng.

SALESMAN would like one or two good lines on Commission. Write A. E. W., care of Publishers' Weekly.

WANTED—Travelers making smaller cities and towns to handle General Book Publishers' line on commission. A, care of Publishers' Weekly.

NAMES AND ADDRESSES of bookbuyers (original) for sale suitable particularly for mail order trade. O. B., care Publishers' Weekly.

POSITIONS OPEN

SALES PROMOTION AGENT wanted to sell an unusual educational book as a side line. Write C. A. H., care Publishers' Weekly.

SALESMAN—Middle West and South, on salary and commission, representing two new but strong lines. A man with thorough knowledge of the retail trade who is willing to stake his experience against a live proposition has an unusual opportunity open to him. S. P., care Publishers' Weekly.

POSITIONS WANTED

EDITOR with Book Publishing House, by trained editor and writer. College education, foreign travel, literary background. Capable, experienced executive. Box A, care Publishers' Weekly.

YOUNG LADY, age between twenty and thirty, with experience in New York Book Shop and six months' owner and manager of shop outside city, desires position in New York or Brooklyn Book Shop. M. L. R., care Publishers' Weekly.

BOOKMAN, extensive literary knowledge, experienced in American and foreign book-trade, wishes to connect with large bookstore or preferably publishing concern, where knowledge of foreign languages is wanted and appreciated. N. S. N., care Publishers' Weekly.

REMAINDERS

THE Syndicate Trading Company buys entire remainders, large and small, of editions of saleable books. Sample may be submitted at any time of the year. Syndicate Trading Co., Book Department, 2 Walker St., New York. Telephone Canal 1080.

SPECIAL NOTICE

WANTED—Catalogues of Second-hand Books and Reminders with best quotations. Don Quixote Book Shop, 47 Richmond West, Toronto, Canada.

CHRISTIANITY—WHICH WAY?

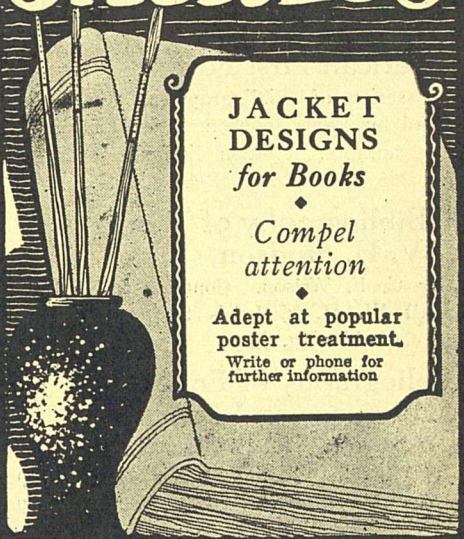
By

Charles Sparrow Nickerson

THIS brilliant and stimulating book should be of keen interest and active helpfulness to Christians in this day when all signs point toward a revival of paganism. The author sketches the periods of progressive change in the church throughout the history of Christianity with the purpose of throwing light on the present problems of the church and charting a course of development for its future.

Price \$1.75

THE CENTURY CO.
353 FOURTH AVENUE
NEW YORK CITY

JACKETS

JACKET
DESIGNS
for Books

Compel
attention

Adept at popular
poster treatment.

Write or phone for
further information

POLITZER

Phone-Bryant 4260

132 West 43rd St. N.Y.

R. R. BOWKER CO. :: NEW YORK

CATALOGS

.....The Publishers' Trade List Annual 1925

Contains the latest catalogs of upward of 400 American publishers arranged alphabetically by the firm-names. Indispensable to every one who has any interest in the sale or purchase of current books. Ready September 1st. Thick 8vo, thumb index, cloth, \$4.50. Prepublication, \$4..

.....The American Educational List

Contains a price-list of the school text-books in use in the United States, arranged alphabetically by author's or editor's name, and a detailed subject-index referring from each specific subject to authors of books on that subject. (Ready August 1st.) Bound in leatherette boards, red edges, \$1.

.....English Catalog of Books 1916-1920

The latest five-yearly cumulative volume. 8vo, half morocco, \$42.50.

.....Whitaker's Reference Catalog of Current Literature, 1924

Containing the catalogs of all British publishers bound in two volumes with a separate Index volume. The set of 3 volumes, bound in half leather, \$15. Issued at irregular periods, the previous set in 1920. A guide to prices and publications of British houses.

.....Whitaker's Cumulative Book List

A classified catalog of all books published in England during the calendar year, together with an index to authors and titles. Issued in quarterly cumulative parts, the fourth quarter covering the complete year.

Annual subscription for 1925, \$5.00.

The Annual volume covering the books of 1924, \$3.50.

Invaluable for information concerning current English publications.

.....English Catalog of Books (Annual)

Containing a complete index list of all the books published in Great Britain and Ireland in the calendar year. 8vo, cloth, \$4.

BIBLIOGRAPHIES

.....American First Editions

A series of Bibliographical Check Lists. Edited by Merle Johnson. Data on eighty or more authors. Edition limited. 8vo, cloth. Probable price, \$7.00. Ready in Sept., 1925.

.....A Bibliography of Works of W. H. Hudson

By G. F. Wilson. Contains full collations of all W. H. Hudson's first editions. 8vo, full cloth binding, \$3.50.

.....Bibliography of English Language and Literature

Edited for the Modern Humanities Research Association by A. C. Paues. 1921, 8vo, paper, \$1.25, 1922, 8vo, paper, \$1.75. 1923, 8vo, paper, \$2.00.

.....The Rare Books of Free Masonry

By Lionel Vibert. A bibliographical guide to all rare Free Masonry publications. 8vo, cloth, \$2.00.

.....A Select Bibliography and History of the Principal Modern Presses

Public and Private in Great Britain and Ireland. By G. S. Tomkinson. Quarto, about 300 pp., edition limited to 600 copies on Van Gelder paper, Caslon old face, full buckram, with sixty illustrations. \$15. (In Preparation.)

.....A Bibliography of the Writings of Lewis Carroll

By Sidney H. Williams, F.S.A. Edition limited to 700 numbered copies. (650 only for sale.) 8vo, cloth. \$6 net. The first comprehensive bibliography of "Lewis Carroll."

.....A Bibliography of the First Editions of William Butler Yeats

Compiled by A. J. A. Symons. Printed for the First Edition Club, London, on Japan paper. Small 8vo, boards, \$2.50.

DIRECTORIES**American Book Trade Directory
1925**

Containing directories of Publishers and Booksellers in the United States, a list of Booksellers in Canada, lists of trade papers and organizations, best papers for reviewing books, etc. Ready in May. 8vo, cloth, \$6.

**Private Book Collectors in the
United States**

The addresses of more than 2,000 private book collectors with their hobbies mentioned, etc. Edition of 1922 sold out. Next edition ready in October, 1925. \$15.00.

**The American Library Directory
1923**

Contains directories of 9,200 Public, Special, School and other libraries. With names of Librarians. 8vo, cloth. \$8.

**The Libraries, Museums and Art
Galleries Year Book, 1923-24**

Edited under the direction of A. J. Philip. Very full data regarding these institutions in England. Sq. 8vo, cloth, \$6.

British Booksellers

An up-to-date (1924) list of booksellers in 500 towns in the United Kingdom. 12 mo, cloth. \$1.25.

OTHER HELPS**The Bookman's Manual:
A Guide to Literature
New Revised Edition**

By Bessie Graham. An introduction to book knowledge with discussions of editions and their makers. Founded on the series of "Home School of Bookselling" that appeared in the *Publishers' Weekly*. Revised and Enlarged Edition. Thick 12mo, cloth, \$3.50.

The Bookman's Glossary

A Compendium of Information Relating to the Production and Distribution of Books. By J. A. Holden. 8vo, cloth, \$2.00.

Library Handbook

of Genuine Trade Secrets and Instructions for Cleaning, Repairing and Restoring Old Manuscripts, Engravings and Books as practiced by experts. By W. Harlan. 12mo., paper covers, 50 cts.

Librarians' Guid, 1924

Contains minute details relative to the administration and contents of British Libraries, and lists of Colonial and American Public Libraries, as well as courses for the Library Examinations. Gives everything that a Librarian can want to know. 8vo, cloth, \$3.75.

What Editors Want, 1924

Containing the editorial and artistic requirements of all classes of periodicals in the English-speaking world together with similar lists of publishers and world-wide lists of Cinema Producers, a Directory of Authors' Assistants, Press Agencies, &c., &c. 12mo, red cloth, \$1.25.

Who's Who in Literature, 1924

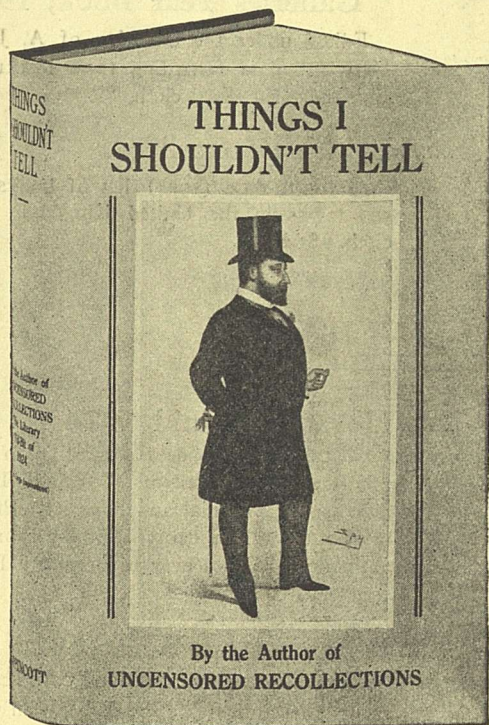
Contains the biographical-bibliographical section of the Literary Year Book revised and enlarged. Over 4,000 authors dealt with. The front section is devoted to Authors' Assistants. 704 pages, 8vo, cloth, \$3.75.

Since it's what you say,
and what book buyers repeat,
that sells a book, make your
talk snappy and neat

LIKE THIS

Customer: "What's new?"

Clerk: "Here's something by the greatest raconteur now writing."



"It's a successor to that international sensation **UNCENSORED RECOLLECTIONS** of which nine editions were sold.

"There's a witticism or a celebrity on every page."

"Almost every man or woman who cut a dash in Victorian or post-Victorian days is in it."

"King Edward, then the Prince of Wales, figures in its raciest escapades."

"Princes and diplomatists, wits and nobodies, idols of literature and art, women of fashion, or the demi-monde—all are 'given away' in anecdotes they never expected to get out."

"You will want to quote from it before your friends do."

Your Sales Interest—The Striking Jacket—The Curious Illustrations—Our Extensive Advertising—and the "talk" of the literary (for this is a book they'll discuss) should make this The Big Spring Hit.

Illustrated with reproductions of famous cartoons from *London Vanity Fair* and rare contemporary photographs

Octavo \$4.50. Publication Date, January 30

J. B. LIPPINCOTT COMPANY
PHILADELPHIA LONDON MONTREAL